

**From:** [Brennan, Joel - DOA](#)  
**To:** [Woicekowski, Mike P - GOV](#)  
**Cc:** [Torhorst, Tia S - DOA](#)  
**Subject:** RE: Confirmation memo DOA  
**Date:** Sunday, January 27, 2019 1:48:00 PM  
**Attachments:** [Statement of Economic Interests 2018.pdf](#)  
[image001.png](#)

---

Mike –

Attached is my draft of the Statement of Economic Interest (due tomorrow). We tried to make sure we included the necessary investment information, though that was a challenge to track down. Please let me know if you have any questions or if you think this is ready to file. Once I get the go-ahead from you, I will file electronically.

Thanks.



**JOEL BRENNAN** | Secretary  
Department of Administration  
[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741



---

**From:** Woicekowski, Mike P - GOV <mike.woicekowski@wisconsin.gov>  
**Sent:** Tuesday, January 15, 2019 12:30 PM  
**To:** Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
**Cc:** Torhorst, Tia S - DOA <tia.torhorst@wisconsin.gov>  
**Subject:** Confirmation memo DOA

Secretary – designee Brennan,

Hope you are doing well and having a good Tuesday.

I wanted to follow up with the confirmation memo I mentioned in my email on Friday.

A few quick reminders

- If a legislator has reached out to you or you have a meeting scheduled, please let us know. We just want to make sure we have all the information as we are building out the plans. Moving forward, just flag for me so we are not missing pieces.
- Please send me the materials below
  - Oath (Completed)
  - Appointment letter (completed)
  - Your Resume (please send)
  - Draft of your Statement of Economic Interest (please send)
    - If the Ethics Department has not reached out to you about this, let me know and

I can send you an electronic copy.

- Please have your Assistant Deputy Secretary (or Deputy) work to set up the meeting with legislatures. If they call and confirm a meeting, just have them send me an email.
- We want to move everyone through as quickly as possible, so the sooner the better on the materials and meetings.

I recognize this probably feels like a lot to send my way. However, we have a lot of legislative experience in the office and they know what it takes to run a smooth confirmation. The whole team wants to make this as painless as possible!

Thanks for everything you're doing

Mike

Michael Woicekowski

Office of Governor Tony Evers

Email: [Mike.Woicekowski@wisconsin.gov](mailto:Mike.Woicekowski@wisconsin.gov)

[Like Governor Tony Evers on Facebook](#) | [Follow Governor Tony Evers on Twitter](#)

# Statement of Economic Interests

Filed in 2019 for calendar year 2018

**Official Name:** Brennan, Joel

**Agency or Office:** Department of Administration

**Position Title:** Secretary

**Agency or Office:** Wisconsin Economic Development Corporation (WEDC)

**Position Title:** Board Member-Ex-Officio Member, DOA Secretary

**Agency or Office:** Investment Board

**Position Title:** Member-ex officio DOA/designee position

- If you were appointed or nominated to a new position or a new term of office since 12/31 of the previous year, this section should be current as of your start date.
- If you are a continuing official, this section should be current as of 12/31 of the previous year.
- If you are a candidate, this section should be current as of 12/31 of the year before your election. (Forms may not be filed before 12/1 of the year before your election.)

The information sought in this form is required by Wis. Stat. §§ 19.43 and 19.44, or Supreme Court Rule 60.05. Failure to file a completed form may result in a forfeiture of up to \$500. Statements of Economic Interests are open for public inspection. The Wisconsin Ethics Commission will notify you of the identity of any person who examines your Statement. In accordance with Wis. Stat. § 15.04(1)(m), the Wisconsin Ethics Commission states that no personally identifiable information is likely to be used for purposes other than those for which it is collected.

## Definitions:

- "*Family*" or "*family member*" means your spouse, and any child, stepchild, parent, or parent in law who receives more than one half of his or her support from you or from whom you receive more than one half of your support.
- "*Income*" means gross income before deductions and depreciation, from whatever source derived, as defined by the Internal Revenue Code, but excludes dividends and interest.
- A "*lobbyist*" is an individual who attempts to influence legislation or administrative rules in Wisconsin by communicating with an elected state official, agency official, or legislative employee on another's behalf for pay. For a list of current lobbyists, go to: <https://lobbying.wi.gov/Who/Lobbyists/2017REG/SearchNames>.

If you need further assistance, please contact Ethics Commission Staff at 608 266 8123 or [ethics@wi.gov](mailto:ethics@wi.gov).

**Information current as of December 31, 2018**

## 1A: WISCONSIN DEFERRED COMPENSATION PROGRAM INVESTMENTS

**a) Funds Available in Wisconsin Deferred Compensation Program.** These funds are available to participants in the Wisconsin Deferred Compensation program and many of them are also available for direct purchase, independent of that program. If you held an investment of \$5,000 or more in any of these funds – either directly or through the program please check the appropriate box. Please report other investments under the next question.

Information in this section must be current as of the new official's start date or nomination date. For candidates, or officials filing an annual SEI, the section must be current as of 12/31 of the previous calendar year.

### PROFILE SERIES

Name of Security	None	\$5,000 to \$50,000	More than \$50,000
Vanguard Retirement 2055	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vanguard Retirement 2045	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vanguard Retirement 2035	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vanguard Retirement 2025	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vanguard Retirement 2015	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vanguard Large Retirement Income	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>



## INTERNATIONAL

American Euro Pacific Growth	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
BlackRock EAFE Equity Index	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

## SMALL CAP

Name of Security	None	\$5,000 to \$50,000	More than \$50,000
BlackRock Russell 2000 Index	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
DFA US Micro Cap Portfolio	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

## MID CAP

Name of Security	None	\$5,000 to \$50,000	More than \$50,000
BlackRock Mid Cap Equity Index	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Rowe Price Mid Cap Growth	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

## LARGE CAP

Name of Security	None	\$5,000 to \$50,000	More than \$50,000
Calvert Social Investment Equity	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fidelity Contrafund	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vanguard Institutional Index Plus	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vanguard Wellington Admiral Shares	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

## BOND

Name of Security	None	\$5,000 to \$50,000	More than \$50,000
BlackRock US Debt Index	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Federated US Government Securities 2-5yrs	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vanguard Long Term Investment Grade Adm Shares	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

## MONEY MARKET

Name of Security	None	\$5,000 to \$50,000	More than \$50,000
Vanguard Admiral Treasury Money Market	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

## FIXED RETURNS FOR THE QUARTER

Name of Security	None	\$5,000 to \$50,000	More than \$50,000
Stable Value	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
FDIC Bank Option	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

## 1B: OTHER INVESTMENTS

**b) Other Investments.** List mutual and money market funds, stocks, bonds, limited partnerships, and Wisconsin governmental securities in which you and your family's interest was valued at \$5,000 or more. Please list securities by name (e.g., Fidelity S&P Index 500 Fund, or ABC Corporation). Do not just list the type of account or the institution through which the investments are held (e.g., IRA, Merrill Lynch account, etc.).

Include: stocks and stock options, commodity futures contracts, bonds, limited partnerships, securities issued by the State of Wisconsin or by local government entities within Wisconsin, mutual funds, and money market funds (include any of the aforementioned investments held directly, or through a deferred compensation plan, profit sharing plan, or pension plan whose investments you or your family directs; in an individual retirement account (IRA); in a trust you or a family member created or of which you or a family member have beneficial use; or held for you by a corporation, partnership, or other entity which you or a family member controls).

DO NOT include: the Wisconsin retirement system, savings accounts, checking accounts, certificates of deposit, annuities, insurance contracts, securities issued by the federal government or a government outside Wisconsin, securities issued by an organization that does not do any business in Wisconsin, investments held by you or your family whose total interest is valued less than \$5,000.

Information in this section must be current as of the new official's start date or nomination date. For candidates, or officials filing an annual SEI, the section must be current as of 12/31 of the previous calendar year.

#### WISCONSIN GOVERNMENTAL SECURITY

Name of Security	None	\$5,000 to \$50,000	More Than \$50,000
------------------	------	---------------------	--------------------

#### STOCK

Name of Security	None	\$5,000 to \$50,000	More Than \$50,000
------------------	------	---------------------	--------------------

#### MUTUAL FUND OR MONEY MARKET FUND

Name of Security	None	\$5,000 to \$50,000	More Than \$50,000
AFS Europacific Grow h Fund R6	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
American Cen ury Equi y	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
American Funds College 529	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
AMG Managers Fairpoin e Mid Cap	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Baird MidCap ns	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Brokerage Money Marke	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Brown Capi al Managemen Small Company Fund	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Cohen & S eers RI y	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Delaware Small Cap	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Deu sche Enhanced Comd y S ra ns	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Dodge & Cox ncome	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
FM FDS nc n I Fund	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
FM Funds FM n erna ional	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Goldman Sachs n erna ional Small Cap	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
ncome Fund Class P	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
iShares R Core S&P 500 E F	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
iShares R Core S&P MCP E F	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
JHancock ncome R6	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
MFS Mid Cap ValueFund	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
New World Fund Class F 2	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Nor hwes ern Mu al Annual Fixed Ra e Fund	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Oakmark Selec 1	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
P MCO Commodi les PLUS S ra egy P	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Principal Global Diversified ncome	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
SCHWABS RA EG C R N LEQ YE F	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Rowe Price Grow h S ock Fund	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Vanguard n I Equi y ndex F F SE Emr Mk E F	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

#### LIMITED PARTNERSHIP

Name of Security	None	\$5,000 to \$50,000	More Than \$50,000
------------------	------	---------------------	--------------------

#### BOND

Name of Security	None	\$5,000 to \$50,000	More Than \$50,000
Fideli y Adv o al Bond	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Vanguard BD ndex FD nc Long erm BD	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>



## 2: BUSINESS ACTIVITIES

List businesses, farms, rental, commercial, and income producing real estate; and business activities in which you or your family had at least a 10% or greater interest.

### a) Enterprises operating under a business or trade name:

List the name of each business; farm; and rental, commercial and income producing real estate that operated under a business name.

Information in this section must be current as of the new official's start date or nomination date. For candidates, or officials filing an annual SEI, the section must be current as of 12/31 of the previous calendar year.

#	Name of Business	Nature of Business	City	County	State
---	------------------	--------------------	------	--------	-------

List businesses, farms, rental, commercial, and income producing real estate; and business activities in which you or your family had at least a 10% or greater interest.

### b) Enterprises not operating under a business or trade name:

If no business or trade name, list the address or fire number where the enterprise is located.

- If you or a family member owned rental or other income producing real estate, but did not operate under a business name, list the street address or fire number, municipality or town, county, and state of the real estate, and describe the nature of the business.
- If you or a family member was self employed, but did not operate under a business name, list the street address or fire number, municipality or town, county, and state of the real estate, and describe the nature of the business.

Information in this section must be current as of the new official's start date or nomination date. For candidates, or officials filing an annual SEI, the section must be current as of 12/31 of the previous calendar year.

#	Name of Business	Nature of Business	City	County	State
---	------------------	--------------------	------	--------	-------

## 3: BUSINESS PARTNERS

**Business Partners.** For each enterprise reported under question 2, list its co owners, partners, officers, and directors (other than yourself), unless the information is already registered with the Wisconsin Department of Financial Institutions.

If you need to edit the name of the business, make changes in question 2.

List separately for each business the names and locations:

- for a general partnership, its partners
- for a corporation not registered to do business in Wisconsin, its officers and directors
- for a limited partnership not registered to do business in Wisconsin, its general partners

Do not list:

- information for a limited partnership created or registered in Wisconsin
- information for a corporation created or registered in Wisconsin

Information in this section must be current as of the new official's start date or nomination date. For candidates, or officials filing an annual SEI, the section must be current as of 12/31 of the previous calendar year.

#	Name of Business	Partners,or Officers and Directors	City	State
---	------------------	------------------------------------	------	-------

## 4: COMMERCIAL CUSTOMERS,CLIENTS,AND TENANTS

**Commercial Customers, Clients, and Tenants.** For each unincorporated business, subchapter S corporation, service

corporation (SC), limited liability company (LLC), partnership, or income producing real estate reported in question 2 from which the filer or a member of the filer's immediate family received \$10,000 or more in the previous calendar year, list businesses, organizations, and lobbyists that paid the enterprise \$10,000 or more in the previous calendar year.

Please also indicate if an organization listed authorized you to represent it in its dealings with others as an attorney at law, agent, spokesperson, or representative.

List: both a third party payer as well as the customer, client, or tenant if the business received income from a third party payer (such as a fee, commission, or insurance payment received by a realtor, travel agent, or medical practice)

Do not list: an individual (unless the individual was a lobbyist or acting on behalf of a business or organization), or a decedent's estate

Information in the section must cover the entire previous calendar year.

#	Name of Customers	City	State	Spokesperson
---	-------------------	------	-------	--------------

## 5: NON-COMMERCIAL REAL ESTATE

**Non-Commercial Real Estate.** List the specific location of Wisconsin real estate in which you or your family had an interest (except your principal residence and real estate already listed in question 2).

List: real estate you or your family owned directly or through a partnership, corporation, trust or other enterprise.

Do not list: your principal residence unless it was used to conduct business or for rental purposes, or real estate for which you provided the location under question 2.

Information in this section must be current as of the new official's start date or nomination date. For candidates, or officials filing an annual SEI, the section must be current as of 12/31 of the previous calendar year.

#	Location of Property	Municipality or town	County	State	Nature of interest
---	----------------------	----------------------	--------	-------	--------------------

## 6: OFFICER OR DIRECTOR

**Officers and Directors.** List organizations of which you or a family member was an officer or director (unless already listed in question 2).

List: each business, labor union, association, cooperative, or other organization of which you or a family member was an officer or director.

Do not list: charitable organizations (entities to which a contribution is tax deductible), political organizations (entities whose primary purpose is to influence voting), non profit social or community service organizations, trusts, or federal/state/local governments or governmental agencies.

Information in this section must be current as of the new official's start date or nomination date. For candidates, or officials filing an annual SEI, the section must be current as of 12/31 of the previous calendar year.

#	Business or Organization	City	State	Position
---	--------------------------	------	-------	----------

## 7: AGENT, & REP. SPOKESPERSON

**Agent, Representative or Spokesperson.** List each organization that authorized you or a family member to represent it in its dealings with others as an attorney at law, agency, spokesperson, or representative (unless already listed in question 2, 3, or 6).

List: each business, labor union, association, cooperative, partnership, or other organization for which you or a family member was an authorized representative or legal agent; in the case of a lawyer, business clients for which you or a family member was authorized to provide representation in dealing with other parties or before a tribunal.

Do not list: employers listed in Item 9, businesses you listed in Item 2 as having a 10 percent or greater interest, individuals, charitable organizations (entities to which a contribution is tax deductible), political organizations (entities whose primary purpose is to influence voting), non profit social or community service organizations, trusts, federal/state/local governments or governmental agencies, and organizations for which your efforts or those of a family member did not include representation to third parties (in the case of a lawyer).

Information in this section must be current as of the new official's start date or nomination date. For candidates, or officials filing an annual SEI, the section must be current as of 12/31 of the previous calendar year.

#	Business or Organization	City	State
---	--------------------------	------	-------

## 8: CREDITOR

**Creditors.** List creditors to which you or your family owed \$5,000 or more.

Include: each creditor (for personal and business debts) if you or a family member was personally liable for the debt, and your portion of any partnership debts.

Information in this section must be current as of the new official's start date or nomination date. For candidates, or officials filing an annual SEI, the section must be current as of 12/31 of the previous calendar year.

#	Creditor	City	State	\$5,000 to \$50,000	More Than \$50,000
1	Wells Fargo	San Francisco	CA	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Information covers entire calendar year of 2018

## 9: EMPLOYERS

**Employers.** List your and your family's employers, or other sources of income (\$1,000 or more of income) in the previous calendar year.

List: each employer from which you or a family member received income of \$1,000 or more during the year; the office or department (if a State of Wisconsin employee).

Do not list: an individual (unless the individual was a lobbyist or action on behalf of an organization).

Information in the section must cover the entire previous calendar year.

#	Name of Business	City	State	Nature of Business
1	Discovery World	Milwaukee	W	Non Profit organization
2	Norwestern Mutual Life Insurance Co	Milwaukee	W	Financial technology

## 10: ADDITIONAL SOURCES OF INCOME

List other sources from which you or your family received income of \$1,000 or more in the previous calendar year.

List: Social Security payments; an entity from which you or your family received retirement benefits; an entity from which you or your family received directors fees; in the case of a fee or commission, both a third party payer as well as



your customer, client, or tenant; an entity that purchased real estate from you or your family; an entity that furnished you or your family honoraria not reported in question 12; any source of income not listed in question 2 or 9

Do not list: the source of dividends or interest; the source of insurance benefits, inheritances, scholarships (if no teaching or services were required in return); the purchaser of securities unless you know the purchaser's identity; an individual (unless the individual was a lobbyist or acting on behalf of a business or organization).

Information in the section must cover the entire previous calendar year.

#	Source of Income	City	State
---	------------------	------	-------

## 11: ENTERTAINMENT AND GIFTS

List individuals and organizations that provided you with entertainment or gifts (more than \$50 in the aggregate) in the previous calendar year.

Do not list: gifts received by family members if they were not intended for you; gifts from your spouse, child, parent, brother, sister, grandchild, grandparent, aunt, uncle, niece, nephew, fiancé(e), parent in law, grandparent in law, brother inlaw, or sister in law.

Information in the section must cover the entire previous calendar year.

#	Name of Provider	City	State
---	------------------	------	-------

## 12: HONORARIUM EXPENSES

List, for the previous calendar year, sources of honoraria and payment of expenses related to your state government duties (more than \$50 in the aggregate) not previously reported to the Wisconsin Ethics Commission.

List: each individual or organization from which you received lodging, transportation, meals, expenses, or honoraria having a total value of more than \$50, for attendance at a conference, presentation of a talk, participation in a meeting, or for a published work about issues initiated by or affecting state government or state agencies.

Do not list: information about lodging, transportation, meals, money or any other thing of pecuniary value: (1) if you returned it within 30 days; (2) if you received it from the agency of which your state public office is a part; (3) if you received it from a source already listed in question 2, 9, or 10; (4) if you already reported the payment to the Wisconsin Ethics Commission as a matter of public record.

Information in the section must cover the entire previous calendar year.

#	Payer	Expenses Value	Honorarium Amount	Circumstances of receipt
---	-------	----------------	-------------------	--------------------------

## STATEMENT OF SPOUSAL NON-DISCLOSURE ATTACHMENT

Click any documents below to open

## ADDITIONAL DOCUMENTS

Click any documents below to open

(You must check this checkbox and click Submit to file your SEI).

I have read the accompanying instructions and certify:

**Due Date: 1/28/2019**

I have read the accompanying instructions and certify that the information contained in this Statement of Economic Interests is true, complete, and correct to the best of my knowledge, information, and belief. In the event this Statement of Economic Interests is filed prior to December 31st for the following calendar year, I certify that I will amend it on or before the statutory filing deadline to accurately reflect my economic interests as of December 31st if any part has been left blank, I have done so intentionally because there is nothing to report.

The information sought in this form is required by W.S. Stat. §§ 19-43 and 19-44, or Supreme Court Rule 60-05. Failure to file a completed form may result in a forfeiture of up to \$500. Statements of Economic Interests are open for public inspection. The Washington Ethics Commission will notify you of the identity of any person who examines your Statement. In accordance with W.S. Stat. § 15-04(1)(m), the Washington Ethics Commission states that no personally identifiable information is key to be used for purposes other than those for which it is collected.

If filing a paper copy please sign and date:

Signature: \_\_\_\_\_

Date : \_\_\_\_\_

**From:** [Brennan, Joel - DOA](#)  
**To:** [Torhorst, Tia S - DOA](#)  
**Subject:** FW: Thank you  
**Date:** Sunday, January 27, 2019 2:54:00 PM

---

You can probably access Sam's resume on the transition site. If you cannot, I left his resume on your chair.

I had budget meetings today and am staying overnight in Madison tonight. We can chat in the morning about whether it makes sense to brave the elements, but I think it probably will not.

Hope you had a great weekend.

JOEL BRENNAN | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741

-----Original Message-----

From: sam ridders <[REDACTED]>  
Sent: Monday, January 21, 2019 9:37 PM  
To: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
Subject: RE: Thank you

Secretary Brennan,

I've thought a great deal about our conversation, the challenges we discussed, and I remain interested in the opportunity. I will reach out to Cory tomorrow morning. Thanks for the invitation. It will be good to speak with him again and understand his and Racine's perspective on the role and the project's impacts on the community/region.

Best regards,

Sam  
[REDACTED]

-----Original Message-----

From: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
Sent: Monday, January 21, 2019 3:34 PM  
To: sam ridders <[REDACTED]>  
Subject: RE: Thank you

Sam -

Thanks for the follow up. Chris and I enjoyed our recent conversation and the opportunity to get to know you further.

I want to invite you to call Cory Mason, the Mayor of Racine, to get a local perspective on the role and how this fits into what the needs and wishes are of the local government. Cory, as you may know, served in the legislature for many year and was elected Mayor of Racine a few years ago. While the project is not immediately in the city, there are lots of ways in which it will have a major role in the redevelopment of the city for many years to come. Cory can be reached on his personal cell phone at [REDACTED].

We continue to talk to candidates and potential candidates for this role and hope to be in a position to make a



decision in the near future. We will continue to be in touch.

Thanks.

JOEL BRENNAN | Secretary  
Department of Administration  
Joel.brennan@wisconsin.gov  
Phone: (608) 266-1741

-----Original Message-----

From: sam ridders <[REDACTED]>  
Sent: Thursday, January 17, 2019 7:26 PM  
To: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
Subject: Thank you

Secretary Brennan,

I enjoyed meeting you this morning. Thank you for taking the time, your interest in learning what I can bring to the Foxconn QB role, and answering my questions. In thinking about it more, deftly handling the deal from the State of Wisconsin's perspective presents an opportunity to make the Foxconn story one that speaks to the successes of Governor Evers' Administration. I'm interested in the role and believe I have the skills, (organizational, relationship and problem-solving), experience, and hustle to help make Wisconsin's commitment to the Foxconn deal a successful investment in our economy and a positive talking point for our Administration.

Best regards,

Sam  
[REDACTED]

-----Original Message-----

From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
Sent: Wednesday, January 16, 2019 9:48 PM  
To: [REDACTED]  
Subject: Meeting

Sam -

How about noon tomorrow at DOA? We have a visit from the Governor at about 12:45 but I have some time before then. Let me know.

Joel

Sent from my iPhone

**From:** [Mark Hogan](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** Re: Foxconn position  
**Date:** Sunday, January 27, 2019 3:41:37 PM  
**Attachments:** [image001.png](#)

---

Thanks, Joel. The recovery is going well and I am generally available this week. I plan on being at the board meeting on Tuesday. But other than that, and given the weather, I will be working 1/2 days from home.

Please send me the resume and feel free to make the introduction. I can figure out the logistics.

Also, Governor Evers did call Mark Maley on Friday which is greatly appreciated. Thanks again. - Mark

Get [Outlook for iOS](#)

---

**From:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Sent:** Sunday, January 27, 2019 3:33 PM  
**To:** Mark Hogan  
**Subject:** Foxconn position

Mark –

I have interviewed someone who we think may be a good fit for the Foxconn position and I want to set up some time for you to speak with him. I can send you his resume in advance of any conversation you have with him, but it would be great to have a chance to make this happen in the next few days if that works for you. Let me know what you think. I hope your recovery is moving ahead at a healthy clip. I met your daughter at an event on Thursday night where I spoke to the Wisconsin Policy Forum.

Talk to you soon.



**JOEL BRENNAN** | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741



**From:** [Grinde, Kirsten - DOA](#)  
**To:** [Pahnke, Brian D - DOA](#); [Dye, Jenni N - GOV](#); [Worcester, Barb - GOV](#); [Pennoyer, Kara - GOV](#); [Gau, Maggie M - GOV](#); [Brennan, Joel - DOA](#)  
**Subject:** Agency Requests submitted January 25  
**Date:** Sunday, January 27, 2019 5:40:29 PM  
**Attachments:** [List of Items Received as of Jan 25 2019.xlsx](#)  
[image004.png](#)

---

Please see the attached spreadsheet of information received from agencies in response to the request for any new initiatives and/or priorities.

Let us know if you have any questions.

Thanks,



**Kirsten Grinde** | Deputy Administrator  
Department of Administration  
Division of Executive Budget and Finance  
[Kirsten.Grinde@wisconsin.gov](mailto:Kirsten.Grinde@wisconsin.gov)  
Direct: (608) 266-1353





Agency	Topic	Briefed?	Gov Dec	\$		FTE		Fd Source	Notes	Comments
				FY20	FY21	FY20	FY21			
DATCP	WI Rural Water Initiative									
	Add'l \$10M bonding for SWRM	Y (version)	Comeback	10,000,000				Go Bonding	Briefed at \$7M. Gov requested comeback at higher bonding level. Scheduled for 1/28.	
	Add'l \$3.4M for county staff support	N		3,400,000	3,400,000			GPR/SEG		
	Add'l \$1.5M for nutrient mgmt cost-sharing	N		1,500,000				SEG		
	Restore \$750,000/yr Producer-Led Watershed Prog	N		750,000	750,000			?		
	Ag Investment and Innovation									
	WI Initiative for Dairy Exports (WIDE)	Y	Deny	200,000	200,000			GPR	Gov requested a comeback as part of DHS mental health package	
	Farm Center funding of \$25,000	Y	Comeback	25,000	25,000			GPR		
	Farm Center Staffing of 1.5 FTE GPR Positions	N		TBD	TBD	1.50	1.50	GPR		
	Something Spec from WI Staffing of 2.0 FTE GPR Positions	N		TBD	TBD	2.00	2.00	GPR		
	Add'l \$200,000/yr for Dairy Processor Grants	N		200,000	200,000			GPR		
	Provide 1.0 FTE GPR Organic and Grazing Specialist Pos	N		TBD	TBD	1.00	1.00	GPR		
	Provide 0.5 FTE GPR Pos for Master Meat Crafter Prog	N		TBD	TBD	0.50	0.50	GPR		
	Reallocate \$200,000 GPR for Local Grazing Grants	N								
	Support Ag Dev Activities in Ag Enterprise Areas	N								
	Add'l \$100,000 for Buy Local, Buy WI Grant Prog	Sched		100,000	100,000			GPR		
	Harnessing Hemp as an Ag Opportunity									
	Provide 3.0 FTE GPR Pos for Licensing, Reg and Testing	Y (version)	Modify	TBD	TBD	3.00	3.00	GPR	Briefed as 1.0 FTE PR and 2.0 FTE GPR. Gov approved 1.0 FTE PR.	
	Allocate \$300,000 GPR (One-Time) for Lab Equip/IT Dev	N		300,000				GPR		
	Eliminate First-Time Veterinary Licensing Fees	Y	Deny							
	Food and Recreational Inspection Program	N		TBD	TBD	13.00	13.00	PR	(min cost = \$600,000/yr)	
	Meat and Poultry Inspection Program	N		TBD	TBD	2.00	2.00	GPR	(min cost = \$315,000/yr)	
	IT Contractors	N		800,000	800,000			GPR		
	Convert Project Positions to Permanent (4.0 FTE positions)	N						PR		
DCF	NCP Package									
	Children First	Y	Comeback	1,140,000	1,140,000			TANF		
	Offender Reentry (Transfer to DOC)	Y	Comeback	575,000	575,000			TANF		
	Arrears During Incarceration	Y	Comeback	0	0					
	Streamline Paternity Process	N							nonfiscal	
	Eliminate \$30 Filing Fee	N							nonfiscal as clerks are assessing and then waiving currently	
	Child Welfare Package									
	Foster Care/Kinship Care Rate Increases	Y	Approve	457,600	1,179,700			GPR/FED	DCF wants a straight 2%/2% - numbers listed reflect ABC proposal	
	CFA Increase	Y	Approve	3,750,000	15,000,000			GPR		
	Tribal Family Services Increase	Y	Approve	446,700	595,600			GPR		
	Driver's License Program	Y	Approve	89,700	289,200			GPR		
	Child Care Package									
	Eliminate 2-Star Penalty	N		550,000	550,000			TANF		
	Increase Certified Provider Rates to Match Licensed	N		1,700,000	1,700,000			TANF		
	Centralized Certification of Child Care Providers	N		(1,300,000)	(1,300,000)			TANF		
	Background Check Statutory Changes	N							Nonfiscal	
	Background Check Staffing	N		1,984,500	975,000			TANF	Estimates need to be confirmed with DCF	
	OLC Paralegal for Background Checks	N		64,900	86,500	1.00	1.00	TANF		
	De-Link YoungStar from Shares	N							Nonfiscal	
	Increase Funds for Quality	N		5,800,000	5,800,000			TANF		
	Youth Justice Services									
	Restructure Statutes	N							Nonfiscal	
	2.0 FTE and Funds for Training Costs	N		273,400	401,500	2.00	2.00	GPR		

Agency	Topic	Briefed?	Gov Dec	\$		FTE		Fd Source	Notes	Comments
				FY20	FY21	FY20	FY21			
DOC	Bonus Funds	Y	Delay					GPR		
	Rural Package									
	Pyramid Model Coordination	Y	Approve	415,000	535,000			CCDF/TANF		
	Expand Runaway and Homeless Shelters/Services	Y	Comeback	250,000	250,000			GPR		
	Expand Home Visiting	Y	Approve	1,012,500	2,175,000			TANF		
	Expand FAST	Y	Deny							
	Expand Transitional Jobs and TMJ	Y	Comeback		1,000,000			TANF		
	Modify W-2 TEMP Statutes	Y	Approve						Nonfiscal	
	DCF Modernization									
	Collections Statutory Changes	N		428,700	428,700			PRS-REV		
	Right-size Div of Milwaukee Chil Protective Services	N		785,600	819,600			GPR		
	Federal Requirements									
	Child Support Fee	N		43,000				GPR/IV-D	Will generate \$774,600 in FY20 and \$1,032,000 in FY21 of new revenue	
	PIP	N		1,000,000	1,000,000			IV-E?	DCF likely to be able to use IV-E balance on this.	
	Family First	N		727,300	509,700			GPR/FED		
	Data Analytics & Program Integrity									
	BRITS	N		850,000	850,000			PRS/FED		
	CCWIS	N		3,476,000	5,214,100			GPR/FED		
	Delete Birth Parent Recovery	N								
	Increase Child Care Rates to 75%	N		72,000,000	72,000,000			TANF/GPR		County child support agencies lose revenue as they can currently keep 15% of collections
	Some other rate increase	N								
	17-year olds in Juvenile Justice system	Y	Approve	TBD	TBD			GPR/FED		
	EITC changes \$25 million for pre-walker cuts, credit for childless adults \$43, 35% of fed EITC \$156 m	N (TAX comeback)								
	Child care worker supplement (TEACH/REWARD) or others	N								
	Reentry Priorities									
	OARS Expansion	N		4,001,300	4,001,300			GPR		
	Institution-Based Job Centers	N		75,000	75,000			GPR		
	Mobile Labs, Instruct & Expansion	N		1,200,000	1,080,000			GPR		
	Windows to Work Expansion	N		250,000	250,000			GPR		
	Integ Reentry & Employ Serv	N		160,600	192,200	3.00	3.00	GPR		
	Vocational Earned Release	N								
	Community Corrections Priorities									
	Sex Offender Management	N		1,604,000	3,184,400	24.00	39.00	GPR/PR		
	Community Corrections Programming	N		2,078,500	2,329,300			GPR		
	Evidence-Based Practice Comm Corrections Coaches	N		318,300	418,400	5.00	5.00	GPR		
	Juvenile Corrections Priority									
	Staffing for Division of Juvenile Corrections (reallocate pos)	N								
	Adult Institutions Priorities									
	Robert E. Ellsworth Correctional Center (prev submitted)	N		918,200	1,189,200	21.00	21.00	GPR		
	Hep C Virus Treatment Expansion (prev submitted)	N		18,617,600	17,734,000			GPR		
	DAI Utility Plant Operators (prev submitted)	N		260,700	176,500	2.00	2.00	GPR		
	Health Records Scanning (prev submitted)	N			1,093,100			GPR		
	New Adult Institutions Initiatives									
	Pay Increases for Security Staff	N		TBD	TBD			GPR		
	Release Mechanism (non-Substance Use Disorder ERP)	N		TBD (red)	TBD (red)			GPR		
	Management Services Priorities									
	Electronic Medical Records	N		2,150,500	1,448,000			GPR		
	Office of Legal Counsel	N		586,700	664,400	10.00	10.00	GPR		

Agency	Topic	Briefed?	Gov Dec	\$		FTE		Fd Source	Notes	Comments
				FY20	FY21	FY20	FY21			
DFI	Vehicles	N		881,000	104,500			GPR		
	Bureau of Tech Management Structural Deficits	N		2,109,300	1,459,300					
	Expenses									
	Spending Authority & Training for Advanced Examiners	N		355,500	355,500			PR	(inc PR exp = dec GPR-E rev)	
	Business Solution Modernization	N		675,000	615,000			PR	(inc PR exp = dec GPR-E rev)	
	Enterprise Data Integrity	N		415,000	0			PR	(inc PR exp = dec GPR-E rev)	
	Infrastructure Modernization	N		320,800	369,700			PR	(inc PR exp = dec GPR-E rev)	
	Savings Plans									
	Long-Term Care Investment Savings Plan	N		TBD	TBD			GPR-REV	GPR-REV decrease	
	ABLE Accounts	N		TBD	TBD			GPR-REV	GPR-REV decrease	
	Revenue									
	Paper/On-line Filing Fee Adjustment	N		330,700	330,700			PR-REV	(inc PR-Rev = inc GPR-E rev)	Speculative PR-REV estimate
	Charitable Organizations Annual Reports Fee	N		254,100	254,100			PR-REV	(inc PR-Rev = inc GPR-E rev)	
	UCC Data Sales Fee Adjustment	N		24,000	24,000			PR-REV	no GPR-E as deposit to gifts/grants	Low end ests entered to left -- high end est \$104k each yr
DOJ	Ch 178 - RUPA Fee Adjustment	N		70,300	70,300			PR-REV	(inc PR-Rev = inc GPR-E rev)	
	Expedite Service Request Fee Adjustment	N		61,700	61,700			PR-REV	(inc PR-Rev = inc GPR-E rev)	Speculative PR-REV estimate
	Transfer State Pros Office (DOJ requests deny DOA req)	Y	Deny DOA's req							
	Crime Laboratory									
	10-Step Pay Progression for Analysts/Examiners	Y	Comeback	0	2,064,500			PR/GPR/FED	Gov wanted feedback from AG	
	Staffing	N		785,400	1,022,200			GPR		
	Digital Forensic Unit Staffing	Y	Comeback	254,200	305,600	4.00	4.00	GPR	Gov wanted feedback from AG	
	ICAC Program Managers	N		87,100	112,800	2.00	2.00	GPR		
	Continue DCI One-Time Funding									
	Alicia's Law Transfer	Y	Comeback	750,000	750,000			PR	Gov wanted feedback from AG	
	Overtime	Y	Comeback	644,400	644,400			GPR	Gov wanted feedback from AG	
	Drug Law Enforcement (discretionary earmark)	Y	Comeback	250,000	250,000			GPR	Gov wanted feedback from AG	
	Drug Law Enforcement (PR)	Y	Comeback	250,000	250,000			GPR	Gov wanted feedback from AG	
	Discretionary Settlement	Y	Comeback	2,000,000	2,000,000			GPR	Gov wanted feedback from AG	If settlement PR appns created, request would be PR
	Criminal Prosecution Resources									
	Sexual Assault Resource Prosecutor	N		59,050	77,000	1.00	1.00	GPR		
	White Collar/Public Integrity Prosecutor	N		59,050	77,000	1.00	1.00	GPR		
	DCI Special Agent - White Collar	N		65,200	81,900	1.00	1.00	GPR		
	DCI Forensic Accountant	N		65,200	81,900	1.00	1.00	GPR		
	Continue One-Time Funding for Ongoing Grants									
DPI	TAD Grant Expansion	N		150,000	150,000			GPR		
	Beat Patrol Overtime Grant Funding	N		1,000,000	1,000,000			GPR		
	Nonviolent Offender Treatment Diversion Grant Pilot Prog	N		261,000	261,000			GPR		
	Adjust Penalty Surcharge Fundingfor Officer Trng									
	Sum Sufficient for Officer Training Entitlements	N		4,165,000	4,165,000			GPR		
	Reduce Exp Authority from Penalty Surcharge Revenues	N		(4,165,000)	(4,165,000)			PR		
	Public Libraries									
	WLA Funding for Recollection Project (new appn)	N		150,000	300,000			GPR		
	Add'l Funds for Other Digitizing Projects	N								
	DPI Operations									
DOR	Positions for Prog that Could Be Transferred	N		169,100	223,900	3.00	3.00	GPR	Brief CTE, but not related FTE, coming back on other approps	
	Efforts to Build Capacity for Dual Enrollment	N		TBD	TBD					
	Lottery Operations									
	Base Adjustment for Salary and Fringe	N		400,000	400,000			SEG	Cost may be higher TBD	
	Lottery Retailer Background Check Provision	N		0	0					





**From:** [Patton, Chris - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Torhorst, Tia S - DOA](#); [Rolston, Stacey L - DOA](#)  
**Cc:** [Sandine, Tom - DOA](#)  
**Subject:** Re: Inclement Weather Update  
**Date:** Monday, January 28, 2019 5:31:45 AM  
**Attachments:** [image001.png](#)

---

Thank you for all of your help!

---

**From:** Rolston, Stacey L - DOA  
**Sent:** Monday, January 28, 2019 5:21:57 AM  
**To:** Brennan, Joel - DOA; Patton, Chris - DOA; Torhorst, Tia S - DOA  
**Cc:** Sandine, Tom - DOA  
**Subject:** FW: Inclement Weather Update

FYI – we called all HR Directors in the State (all agencies except WEDC, WHEDA, and SWIB) last night to keep them alerted in the event they woke up at some point and saw a state of emergency or received a call from agency leadership. I shared the message with HR at the Courts, Legislature and UWSA this morning.

---

**From:** Rolston, Stacey L - DOA  
**Sent:** Monday, January 28, 2019 5:13 AM  
**To:** DOA DL DPM HR Directors <[DOADLDPMHRDirectors@wisconsin.gov](mailto:DOADLDPMHRDirectors@wisconsin.gov)>; Law, Veronica B - DCF <[VeronicaB.Law@wisconsin.gov](mailto:VeronicaB.Law@wisconsin.gov)>  
**Subject:** RE: Inclement Weather Update

No change from last night – agencies remain open to employees and the public on Monday, January 28, 2019.

Stacey

---

**From:** Rolston, Stacey L - DOA  
**Sent:** Sunday, January 27, 2019 11:03 PM  
**To:** DOA DL DPM HR Directors <[DOADLDPMHRDirectors@wisconsin.gov](mailto:DOADLDPMHRDirectors@wisconsin.gov)>; Law, Veronica B - DCF <[VeronicaB.Law@wisconsin.gov](mailto:VeronicaB.Law@wisconsin.gov)>  
**Subject:** Inclement Weather Update  
**Importance:** High

Sorry for all of the late night phone calls but wanted to make sure we have the same information to try to avoid the standard confusion which always seems to happen in this situation.

Governor Evers is expected to declare an emergency to permit response services throughout the state. State government is expected to remain open to employees and the public tomorrow. His Executive Order does NOT close agencies. We will follow inclement weather.

We have a call at 5am to check-in and will advise if something changes. I believe your leadership teams are being alerted so wanted to make sure you were likewise in the loop.

Good night,

Stacey



**STACEY ROLSTON** | Deputy Administrator

Department of Administration

Division of Personnel Management

[stacey.rolston@wisconsin.gov](mailto:stacey.rolston@wisconsin.gov)

Main: (608) 266-9820 | Direct: (608) 266-1499



**From:** [Brennan, Joel - DOA](#)  
**To:** [Afable, Mark V - OCI](#); [Amundson, Emilie A - DCF](#); [Barca, Peter W - DOR](#); [Blumenfeld, Kathy K - DFI](#); [Carr, Kevin A - DOC](#); [Cole, Preston D - DNR](#); [Dawn Crim](#); [Frostman, Caleb - DWD](#); [Kolar, Mary - DVA](#); [Hogan, Mark](#); [Sara Meaney](#); [Palm, Andrea J - DHS](#); [Pfaff, Bradley M - DATCP](#); [Thompson, Craig M - DOT](#); [Valcq, Rebecca](#)  
**Cc:** [Torhorst, Tia S - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** Winter Storm Status Update  
**Date:** Monday, January 28, 2019 5:46:17 AM

---

Cabinet Secretaries -

As of 5 am this morning and an assessment of the conditions after the overnight snow, nothing has changed in the State of Wisconsin's response to this winter storm. The Governor will sign an Executive Order this morning declaring a State of Emergency and that will be shared with your leadership team. State employees should report to work unless they opt to follow the severe weather policy. State office buildings will be open to staff and to the public.

This information and any further updates will be shared with your leadership teams and across the enterprise using the state's communications systems. We will share any further updates with you as the day moves on. In addition, we will receive and share additional information about the response to the severe cold weather expected in the next 48 to 72 hours.

Thanks.

Joel Brennan

Sent from my iPhone

**From:** [sam ridders](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** Re: Thank you  
**Date:** Monday, January 28, 2019 6:47:01 AM

---

11:30 am works. Thanks. I'll hold this time but have flexibility today in case things change on your end. My number is [REDACTED]

Best,  
Sam

Sent from my iPhone

> On Jan 27, 2019, at 11:55 PM, Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)> wrote:

>

> Sam -

>

> I should have some time tomorrow once we get through the snow issues. Does 11:30 or so work for you? That may be subject to change but let's shoot for that if it works for you.

>

> Sent from my iPhone

>

>> On Jan 27, 2019, at 10:47 PM, sam ridders <[REDACTED]> wrote:

>>

>> Secretary Brennan,

>>

>> I look forward to the conversation with WEDC's Mark Hogan. Thank you for your help coordinating.

>>

>> As this process moves forward, I'd like to take you up on your offer to speak again. My conversation with Mayor Mason was valuable, both for laying out what he considers the most relevant issues and to understand his vision of success and the role he believes the state's Foxconn QB needs to play to achieve this success. Please let me know if you might have 15-20 available for a call sometime this week. Thanks.

>>

>> Best regards,

>>

>> Sam

>> [REDACTED]

>>

>> -----Original Message-----

>> From: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>

>> Sent: Sunday, January 27, 2019 2:27 PM

>> To: sam ridders <[REDACTED]>; Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>

>> Subject: RE: Thank you

>>

>> Sam -

>>

>> As we continue to forge ahead, I would ask that you have a conversation with Tia, copied here, who is our Assistant Deputy Secretary here at DOA. You would be working closely with Tia, Chris and me to make sure that we are coordinating well internally and externally related to Foxconn. I also will be separately coordinating a conversation with Mark Hogan from WEDC for you. I heard back from Mayor Mason that you and he had a great conversation related to the Foxconn project and his local perspective on overall economic development.

>>

>> We hope you are still interested in this opportunity and hope to move forward on making a selection in the next several days. Please let me know if you have any questions or if you want to talk to me further in the next few days.

>>



>> Thanks.

>>

>> JOEL BRENNAN | Secretary

>> Department of Administration

>> Joel.brennan@wisconsin.gov

>> Phone: (608) 266-1741

>>

>>

>>

>> -----Original Message-----

>> From: sam ridders <[REDACTED]>

>> Sent: Monday, January 21, 2019 9:37 PM

>> To: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

>> Subject: RE: Thank you

>>

>> Secretary Brennan,

>>

>> I've thought a great deal about our conversation, the challenges we discussed, and I remain interested in the opportunity. I will reach out to Cory tomorrow morning. Thanks for the invitation. It will be good to speak with him again and understand his and Racine's perspective on the role and the project's impacts on the community/region.

>>

>> Best regards,

>>

>> Sam

>> [REDACTED]

>>

>> -----Original Message-----

>> From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

>> Sent: Monday, January 21, 2019 3:34 PM

>> To: sam ridders <[REDACTED]>

>> Subject: RE: Thank you

>>

>> Sam -

>>

>> Thanks for the follow up. Chris and I enjoyed our recent conversation and the opportunity to get to know you further.

>>

>> I want to invite you to call Cory Mason, the Mayor of Racine, to get a local perspective on the role and how this fits into what the needs and wishes are of the local government. Cory, as you may know, served in the legislature for many year and was elected Mayor of Racine a few years ago. While the project is not immediately in the city, there are lots of ways in which it will have a major role in the redevelopment of the city for many years to come. Cory can be reached on his personal cell phone at [REDACTED].

>>

>> We continue to talk to candidates and potential candidates for this role and hope to be in a position to make a decision in the near future. We will continue to be in touch.

>>

>> Thanks.

>>

>> JOEL BRENNAN | Secretary

>> Department of Administration

>> Joel.brennan@wisconsin.gov

>> Phone: (608) 266-1741

>>

>>

>>

>> -----Original Message-----

>> From: sam ridders <[REDACTED]>  
>> Sent: Thursday, January 17, 2019 7:26 PM  
>> To: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
>> Subject: Thank you

>> Secretary Brennan,

>> I enjoyed meeting you this morning. Thank you for taking the time, your interest in learning what I can bring to the Foxconn QB role, and answering my questions. In thinking about it more, deftly handling the deal from the State of Wisconsin's perspective presents an opportunity to make the Foxconn story one that speaks to the successes of Governor Evers' Administration. I'm interested in the role and believe I have the skills, (organizational, relationship and problem-solving), experience, and hustle to help make Wisconsin's commitment to the Foxconn deal a successful investment in our economy and a positive talking point for our Administration.

>> Best regards,

>> Sam

>> [REDACTED]

>> -----Original Message-----

>> From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
>> Sent: Wednesday, January 16, 2019 9:48 PM  
>> To: [REDACTED]  
>> Subject: Meeting

>> Sam -

>> How about noon tomorrow at DOA? We have a visit from the Governor at about 12:45 but I have some time before then. Let me know.

>> Joel

>> Sent from my iPhone

**From:** [Brennan, Joel - DOA](#)  
**To:** [Crim, Dawn - DSPS](#)  
**Subject:** Fwd: Winter Storm Status Update  
**Date:** Monday, January 28, 2019 6:48:04 AM

---

See below.

Sent from my iPhone

Begin forwarded message:

**From:** [joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)  
**Date:** January 28, 2019 at 5:46:15 AM CST  
**To:** Mark Afable <[mark.afable@wisconsin.gov](mailto:mark.afable@wisconsin.gov)>, Emilie Amundson <[emilie.amundson@wisconsin.gov](mailto:emilie.amundson@wisconsin.gov)>, Peter Barca <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>, Kathy Blumenfeld <[kathy.blumenfeld@dfi.wisconsin.gov](mailto:kathy.blumenfeld@dfi.wisconsin.gov)>, Kevin Carr <[kevin.carr@wisconsin.gov](mailto:kevin.carr@wisconsin.gov)>, [preston.cole@wisconsin.gov](mailto:preston.cole@wisconsin.gov), Dawn Crim <[dawncrim1@wisconsin.gov](mailto:dawncrim1@wisconsin.gov)>, Caleb Frostman <[caleb.frostman@dwd.wisconsin.gov](mailto:caleb.frostman@dwd.wisconsin.gov)>, Mary Kolar <[mary.kolar@dva.wisconsin.gov](mailto:mary.kolar@dva.wisconsin.gov)>, Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>, Sara Meaney <[smeaney@travelwisconsin.gov](mailto:smeaney@travelwisconsin.gov)>, [andrea.palm@dhs.wisconsin.gov](mailto:andrea.palm@dhs.wisconsin.gov), Brad Pfaff <[bradley.pfaff@wisconsin.gov](mailto:bradley.pfaff@wisconsin.gov)>, Craig Thompson <[craigm.thompson@dot.wi.gov](mailto:craigm.thompson@dot.wi.gov)>, Rebecca Cameran Valcq <[becky.valcq@wisconsin.gov](mailto:becky.valcq@wisconsin.gov)>  
**Cc:** Tia Torhorst <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>, Chris Patton <[chris.patton@wisconsin.gov](mailto:chris.patton@wisconsin.gov)>  
**Subject:** Winter Storm Status Update

Cabinet Secretaries -

As of 5 am this morning and an assessment of the conditions after the overnight snow, nothing has changed in the State of Wisconsin's response to this winter storm. The Governor will sign an Executive Order this morning declaring a State of Emergency and that will be shared with your leadership team. State employees should report to work unless they opt to follow the severe weather policy. State office buildings will be open to staff and to the public.

This information and any further updates will be shared with your leadership teams and across the enterprise using the state's communications systems. We will share any further updates with you as the day moves on. In addition, we will receive and share additional information about the response to the severe cold weather expected in the next 48 to 72 hours.

Thanks.

Joel Brennan

Sent from my iPhone

**From:** [Pfaff, Bradley M - DATCP](#)  
**To:** [Barca, Peter W - DOR](#)  
**Cc:** [Brennan, Joel - DOA](#); [Afable, Mark V - OCI](#); [Amundson, Emilie A - DCF](#); [Blumenfeld, Kathy K - DFI](#); [Carr, Kevin A - DOC](#); [Cole, Preston D - DNR](#); [Dawn Crim](#); [Frostman, Caleb - DWD](#); [Kolar, Mary - DVA](#); [Hogan, Mark](#); [Sara Meaney](#); [Palm, Andrea J - DHS](#); [Thompson, Craig M - DOT](#); [Valcq, Rebecca](#); [Torhorst, Tia S - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** Re: Winter Storm Status Update  
**Date:** Monday, January 28, 2019 8:54:55 AM

---

Thank you

Sent from my iPhone

> On Jan 28, 2019, at 6:07 AM, Barca, Peter W - DOR <peter.barca@wisconsin.gov> wrote:

>

> Thank you Joel

>

> Sent from my iPhone

>

>> On Jan 28, 2019, at 5:46 AM, Brennan, Joel - DOA <joel.brennan@wisconsin.gov> wrote:

>>

>> Cabinet Secretaries -

>>

>> As of 5 am this morning and an assessment of the conditions after the overnight snow, nothing has changed in the State of Wisconsin's response to this winter storm. The Governor will sign an Executive Order this morning declaring a State of Emergency and that will be shared with your leadership team. State employees should report to work unless they opt to follow the severe weather policy. State office buildings will be open to staff and to the public.

>>

>> This information and any further updates will be shared with your leadership teams and across the enterprise using the state's communications systems. We will share any further updates with you as the day moves on. In addition, we will receive and share additional information about the response to the severe cold weather expected in the next 48 to 72 hours.

>>

>> Thanks.

>>

>> Joel Brennan

>>

>> Sent from my iPhone

**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Hochkammer, Debbie - DOA](#); [Short, Vicky - DOA](#)  
**Cc:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** FW: Reminder - No Meetings Until Feb 12, 2019  
**Date:** Monday, January 28, 2019 9:15:57 AM

---

Vicky & Debbie-

Can you remove all the Foxconn meetings from our schedules if there are any until Feb 12?

Thanks,  
tia

**From:** Jenny Trick <jtrick@rcedc.org>  
**Sent:** Monday, January 28, 2019 8:05 AM  
**To:** Adam Jelen <AJelen@gilbaneco.com>; Alan US <alan.yeung@ifengpai.com>; Alan Yeung <alan@fewidev.com>; Allen Ware <allen.ware@mwgroup.net>; Liu, Xinyi - DOT (Avril) <Xinyi2.Liu@dot.wi.gov>; Bob Brandherm <[REDACTED]>; Seitz, Bob H - DOT <BobH.Seitz@dot.wi.gov>; Seitz, Bob - PSC <bob.seitz@wisconsin.gov>; Wallace, Brett - DOT <Brett.Wallace@dot.wi.gov>; Brian Jackson <brian.jackson@jusdausa.com>; Charles Murphy <cmurphy@hammesco.com>; Claude Lois <CLois@mtpleasantwi.gov>; Smith, Cynthia - PSC <Cynthia.Smith@wisconsin.gov>; Dallas Olson <Dallas.Olson@mwgroup.net>; Dave Connolly <dconnolly@hammesco.com>; Nguyen, David Q - DOT <David.Nguyen@dot.wi.gov>; Deborah Pereira <DPereira@gilbaneco.com>; Ebersberger, Eric K - DNR <Eric.Ebersberger@wisconsin.gov>; Kluesner, Elizabeth M - DNR <Elizabeth.Kluesner@wisconsin.gov>; James Madlom <jmadlom@muellercommunications.com>; Jeff/PDX Sheng <jeff.sheng@ch2m.com>; Trask, Jela - WEDC <Jela.Trask@wedc.org>; Liebau, Joseph G Jr - DNR <Joseph.LiebauJr@wisconsin.gov>; Julie Anderson <julie.anderson@racinecounty.com>; Kristin Latus <kristin.latus@racinecounty.com>; Laura Million <lmillion@rcedc.org>; Hogan, Mark <mark.hogan@wedc.org>; Mark Maley <mark.maley@wedc.org>; Michael Lanzdorf <Michael.Lanzdorf@racinecounty.com>; Myranda Tanck <mt@platform-communications.com>; Patton, Chris - DOA <chris.patton@wisconsin.gov>; Berry, Robert - DOA <Robert.Berry@wisconsin.gov>; Robert Brandherm <robert.brandherm@fewidev.com>; Gonnering, Rose M - DOT <Rose.Gonnering@dot.wi.gov>; Tank Murdoch <[REDACTED]>; Tank Murdoch <tank.murdoch@fewidev.com>; Torhorst, Tia S - DOA <tia.torhorst@wisconsin.gov>; Renee M. Quinn <rquinn@vonbriesen.com>  
**Subject:** Reminder - No Meetings Until Feb 12, 2019

All,  
Just a reminder - there is no information sharing meeting until Feb 12, 2019. Enjoy the snow, be safe, and see you on February 12.

Jenny Trick

Jenny Trick, Executive Director

---



Racine County Economic Development Corporation  
2320 Renaissance Boulevard  
Sturtevant, WI 53177  
T: 00+1.262.898.7424  
M: 00+1.262.994.8950  
[LinkedIn](#)  
[www.RCEDC.org](http://www.RCEDC.org)

Questions on Foxconn? [Foxconn In Racine County](#)  
**Invest in Racine County's Future: [Invest in RCEDC](#)**

**From:** [DOA Secretarys Office](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** FW: Five bold ideas from new governors on economic innovation & inclusion  
**Date:** Monday, January 28, 2019 9:45:53 AM

---

FYI

---

**From:** Pat Obrien <pobrien@mke7.com>  
**Sent:** Saturday, January 26, 2019 9:08 AM  
**To:** DOA Secretarys Office <DOASecretarysOffice@wisconsin.gov>; Braun, Tricia <tricia.braun@wedc.org>  
**Cc:** Vincent Rice <vincent.rice@wedc.org>; Barb LaMue <barb.lamue@wedc.org>; Hogan, Mark <mark.hogan@wedc.org>  
**Subject:** FW: Five bold ideas from new governors on economic innovation & inclusion

Joel and Tricia,  
Thank you for speaking at our M7 Executive Partners meeting and annual celebration.

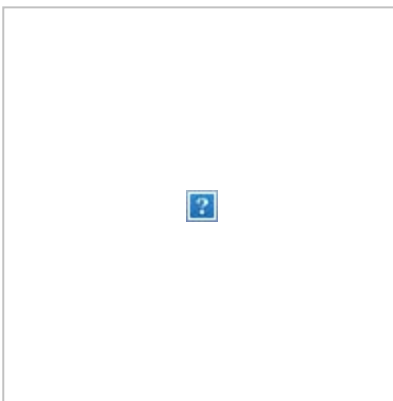
In thinking about “what next?” I came across the linked Brookings article which identifies [five bold ideas from new governors](#) on issues related to economic innovation and inclusion. From Ohio Governor DeWine’s ambitious plans to modernize government services to Minnesota Governor Tim Walz’ creation of a council to support racial, economic, and geographic inclusion through policy and budget decisions, these are ideas worth considering.

Also, I couldn’t be prouder of the open honest can do cooperation and collaboration we have in this state among local, regional and state economic development efforts. In my 14 years of working on this, “We’ve come a long way, baby”. This top in class cooperation is well known at Brookings but I am happy to make introductions if any of these ideas are of interest as we move forward.

All the best,  
Pat O’B

**From:** [ETHNoReply@wisconsin.gov](mailto:ETHNoReply@wisconsin.gov)  
**To:** [Brennan, Joel - DOA; jtbrennan1970@gmail.com](mailto:Brennan, Joel - DOA; jtbrennan1970@gmail.com)  
**Subject:** Confirmation Email SEI has been filed  
**Date:** Monday, January 28, 2019 11:31:23 AM

---



Dear Brennan, Joel:

This confirms that you have certified your 2019 Statement of Economic Interests with the Wisconsin Ethics Commission:

- Name of Official: Brennan, Joel
- Agency or Office: Department of Administration ,Wisconsin Economic Development Corporation (WEDC) ,Investment Board
- Position Title: Secretary , Board Member-Ex-Officio Member, DOA Secretary , Member-ex officio DOA/designee position
- Certification Date: 1/28/2019
- Amended Date:

If you want to save or print a copy of your SEI, please follow these steps:

1. Log-in to the site here: [LINK TO SEI WEBSITE](#)
2. Navigate to the File SEI screen.
3. Find the line for the current year's SEI. Click the "Print SEI" button.
4. The form will take a minute to generate. When it does, you may print it, or save as a .pdf file.

We hope the new system for collecting SEIs is convenient and easy to use! If you had any

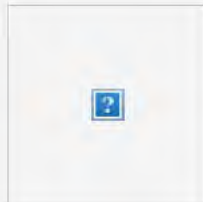
difficulties, or would like to offer suggestions for improvement, please email us at [ethics@wi.gov](mailto:ethics@wi.gov), and let us know how we can make things better!

For additional help, please read the full instruction manual or contact our office.

[SEI System Instruction Manual](#)

Sincerely,

Ethics Commission Staff



Wisconsin Ethics Commission

*link* <https://ethics.wi.gov>

*email* [Ethics@wi.gov](mailto:Ethics@wi.gov)

*phone* [\(608\) 266-8123](tel:(608)266-8123)

**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** Re: Thank you  
**Date:** Monday, January 28, 2019 12:48:01 PM

---

Yes

Sent from my iPhone

> On Jan 28, 2019, at 11:30 AM, Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)> wrote:

>

> I assume you arranged something with him? I am not calling him until after you have talked to him.

>

>

> JOEL BRENNAN | Secretary

> Department of Administration

> [Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)

> Phone: (608) 266-1741

>

>

>

> -----Original Message-----

> From: Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>

> Sent: Monday, January 28, 2019 9:57 AM

> To: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>

> Subject: RE: Thank you

>

> Ok. I'll connect with him this afternoon. I'll see if he has time to talk with you after our Emergency Management meeting to have the call so we don't slow down.

>

> -----Original Message-----

> From: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>

> Sent: Monday, January 28, 2019 9:54 AM

> To: Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>

> Subject: Re: Thank you

>

> He asked to talk further with me, but I can wait until you are done.

>

> Sent from my iPhone

>

>> On Jan 28, 2019, at 9:51 AM, Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)> wrote:

>>

>> Saw you have an 11:30am call with him. He isn't available until after your call so I won't be able to speak with him until after. Just let me know what you intend to do on the call.

>>

>> -----Original Message-----

>> From: sam ridders <[REDACTED]>

>> Sent: Sunday, January 27, 2019 10:36 PM

>> To: Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>

>> Subject: RE: Thank you

>>

>> Secretary Brennan - Thank you for the introduction to Tia. I'm moving you to bcc here but am following up with a separate email addressing other parts of your email.

>>

>> HI Tia,



>>  
>> It's nice to meet you over email. I am available early this week and look forward to meeting and discussing the Foxconn project with you. I can be available tomorrow, Monday, any time after 11 am or before 1 pm on Tuesday. Please let me know if any of these time windows work with you. Thanks.

>>  
>> Best regards,

>>  
>> Sam Ridders

>> [REDACTED]

>>  
>> -----Original Message-----

>> From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

>> Sent: Sunday, January 27, 2019 2:27 PM

>> To: sam ridders <[REDACTED]>; Torhorst, Tia S - DOA <tia.torhorst@wisconsin.gov>

>> Subject: RE: Thank you

>>  
>> Sam -

>>  
>> As we continue to forge ahead, I would ask that you have a conversation with Tia, copied here, who is our Assistant Deputy Secretary here at DOA. You would be working closely with Tia, Chris and me to make sure that we are coordinating well internally and externally related to Foxconn. I also will be separately coordinating a conversation with Mark Hogan from WEDC for you. I heard back from Mayor Mason that you and he had a great conversation related to the Foxconn project and his local perspective on overall economic development.

>>  
>> We hope you are still interested in this opportunity and hope to move forward on making a selection in the next several days. Please let me know if you have any questions or if you want to talk to me further in the next few days.

>>  
>> Thanks.

>>  
>> JOEL BRENNAN | Secretary  
>> Department of Administration  
>> Joel.brennan@wisconsin.gov  
>> Phone: (608) 266-1741

>>  
>>  
>>  
>>  
>> -----Original Message-----

>> From: sam ridders <[REDACTED]>

>> Sent: Monday, January 21, 2019 9:37 PM

>> To: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

>> Subject: RE: Thank you

>>  
>> Secretary Brennan,

>>  
>> I've thought a great deal about our conversation, the challenges we discussed, and I remain interested in the opportunity. I will reach out to Cory tomorrow morning. Thanks for the invitation. It will be good to speak with him again and understand his and Racine's perspective on the role and the project's impacts on the community/region.

>>  
>> Best regards,

>>  
>> Sam

>> [REDACTED]

>>  
>> -----Original Message-----

>> From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

>> Sent: Monday, January 21, 2019 3:34 PM

>> To: sam ridders <[REDACTED]>

>> Subject: RE: Thank you

>>

>> Sam -

>>

>> Thanks for the follow up. Chris and I enjoyed our recent conversation and the opportunity to get to know you further.

>>

>> I want to invite you to call Cory Mason, the Mayor of Racine, to get a local perspective on the role and how this fits into what the needs and wishes are of the local government. Cory, as you may know, served in the legislature for many year and was elected Mayor of Racine a few years ago. While the project is not immediately in the city, there are lots of ways in which it will have a major role in the redevelopment of the city for many years to come. Cory can be reached on his personal cell phone at [REDACTED].

>>

>> We continue to talk to candidates and potential candidates for this role and hope to be in a position to make a decision in the near future. We will continue to be in touch.

>>

>> Thanks.

>>

>> JOEL BRENNAN | Secretary

>> Department of Administration

>> Joel.brennan@wisconsin.gov

>> Phone: (608) 266-1741

>>

>>

>>

>> -----Original Message-----

>> From: sam ridders <[REDACTED]>

>> Sent: Thursday, January 17, 2019 7:26 PM

>> To: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

>> Subject: Thank you

>>

>> Secretary Brennan,

>>

>> I enjoyed meeting you this morning. Thank you for taking the time, your interest in learning what I can bring to the Foxconn QB role, and answering my questions. In thinking about it more, deftly handling the deal from the State of Wisconsin's perspective presents an opportunity to make the Foxconn story one that speaks to the successes of Governor Evers' Administration. I'm interested in the role and believe I have the skills, (organizational, relationship and problem-solving), experience, and hustle to help make Wisconsin's commitment to the Foxconn deal a successful investment in our economy and a positive talking point for our Administration.

>>

>> Best regards,

>>

>> Sam

>> [REDACTED]

>>

>>

>>

>>

>>

>>

>>

>> -----Original Message-----

>> From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

>> Sent: Wednesday, January 16, 2019 9:48 PM

>> To: [REDACTED]

>> Subject: Meeting

>>

>> Sam -

>>

>> How about noon tomorrow at DOA? We have a visit from the Governor at about 12:45 but I have some time before then. Let me know.

>>

>> Joel

>>

>> Sent from my iPhone

**From:** [sam ridders](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** RE: Thank you  
**Date:** Monday, January 28, 2019 3:58:08 PM

---

Secretary Brennan,

We are scheduled to speak at 4 pm today. Please send me a good number to reach you or feel free to call me on my cell at [REDACTED] Thanks.

Best regards,

Sam

-----Original Message-----

From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
Sent: Sunday, January 27, 2019 11:55 PM  
To: sam ridders <[REDACTED]>  
Subject: Re: Thank you

Sam -

I should have some time tomorrow once we get through the snow issues. Does 11:30 or so work for you? That may be subject to change but let's shoot for that if it works for you.

Sent from my iPhone

> On Jan 27, 2019, at 10:47 PM, sam ridders <[REDACTED]> wrote:

>

> Secretary Brennan,

>

> I look forward to the conversation with WEDC's Mark Hogan. Thank you for your help coordinating.

>

> As this process moves forward, I'd like to take you up on your offer to speak again. My conversation with Mayor Mason was valuable, both for laying out what he considers the most relevant issues and to understand his vision of success and the role he believes the state's Foxconn QB needs to play to achieve this success. Please let me know if you might have 15-20 available for a call sometime this week. Thanks.

>

> Best regards,

>

> Sam

> [REDACTED]

>

> -----Original Message-----

> From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

> Sent: Sunday, January 27, 2019 2:27 PM

> To: sam ridders <[REDACTED]>; Torhorst, Tia S - DOA <tia.torhorst@wisconsin.gov>

> Subject: RE: Thank you

>

> Sam -

>

> As we continue to forge ahead, I would ask that you have a conversation with Tia, copied here, who is our Assistant Deputy Secretary here at DOA. You would be working closely with Tia, Chris and me to make sure that we are coordinating well internally and externally related to Foxconn. I also will be separately coordinating a conversation with Mark Hogan from WEDC for you. I heard back from Mayor Mason that you and he had a great

conversation related to the Foxconn project and his local perspective on overall economic development.

>

> We hope you are still interested in this opportunity and hope to move forward on making a selection in the next several days. Please let me know if you have any questions or if you want to talk to me further in the next few days.

>

> Thanks.

>

> JOEL BRENNAN | Secretary

> Department of Administration

> Joel.brennan@wisconsin.gov

> Phone: (608) 266-1741

>

>

>

> -----Original Message-----

> From: sam ridders <[REDACTED]>

> Sent: Monday, January 21, 2019 9:37 PM

> To: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

> Subject: RE: Thank you

>

> Secretary Brennan,

>

> I've thought a great deal about our conversation, the challenges we discussed, and I remain interested in the opportunity. I will reach out to Cory tomorrow morning. Thanks for the invitation. It will be good to speak with him again and understand his and Racine's perspective on the role and the project's impacts on the community/region.

>

> Best regards,

>

> Sam

> [REDACTED]

>

> -----Original Message-----

> From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

> Sent: Monday, January 21, 2019 3:34 PM

> To: sam ridders <[REDACTED]>

> Subject: RE: Thank you

>

> Sam -

>

> Thanks for the follow up. Chris and I enjoyed our recent conversation and the opportunity to get to know you further.

>

> I want to invite you to call Cory Mason, the Mayor of Racine, to get a local perspective on the role and how this fits into what the needs and wishes are of the local government. Cory, as you may know, served in the legislature for many year and was elected Mayor of Racine a few years ago. While the project is not immediately in the city, there are lots of ways in which it will have a major role in the redevelopment of the city for many years to come. Cory can be reached on his personal cell phone at [REDACTED].

>

> We continue to talk to candidates and potential candidates for this role and hope to be in a position to make a decision in the near future. We will continue to be in touch.

>

> Thanks.

>

> JOEL BRENNAN | Secretary

> Department of Administration

> Joel.brennan@wisconsin.gov

> Phone: (608) 266-1741

>  
>  
>

> -----Original Message-----

> From: sam ridders <[REDACTED]>

> Sent: Thursday, January 17, 2019 7:26 PM

> To: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

> Subject: Thank you

>

> Secretary Brennan,

>

> I enjoyed meeting you this morning. Thank you for taking the time, your interest in learning what I can bring to the Foxconn QB role, and answering my questions. In thinking about it more, deftly handling the deal from the State of Wisconsin's perspective presents an opportunity to make the Foxconn story one that speaks to the successes of Governor Evers' Administration. I'm interested in the role and believe I have the skills, (organizational, relationship and problem-solving), experience, and hustle to help make Wisconsin's commitment to the Foxconn deal a successful investment in our economy and a positive talking point for our Administration.

>

> Best regards,

>

> Sam

> [REDACTED]

>

>

>

>

>

>

> -----Original Message-----

> From: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>

> Sent: Wednesday, January 16, 2019 9:48 PM

> To: [REDACTED]

> Subject: Meeting

>

> Sam -

>

> How about noon tomorrow at DOA? We have a visit from the Governor at about 12:45 but I have some time before then. Let me know.

>

> Joel

>

> Sent from my iPhone



**From:** [Secretary Joel Brennan](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** FW: Biennial Budget  
**Date:** Monday, January 28, 2019 4:43:07 PM  
**Attachments:** [2019 - 2021 Tourism Budget Proposal .docx](#)  
[image001.png](#)

---



**DEBBIE HOCHKAMMER** | Administrative Policy Advisor

Department of Administration

Office of the Secretary

[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)

Main: (608) 266-1741 | Direct: (608) 267-3770



---

**From:** Meaney, Sara M - TOURISM <[SMeaney@travelwisconsin.com](mailto:SMeaney@travelwisconsin.com)>  
**Sent:** Friday, January 25, 2019 4:48 PM  
**To:** Secretary Joel Brennan <[SecretaryJoelBrennan@wisconsin.gov](mailto:SecretaryJoelBrennan@wisconsin.gov)>; Pahnke, Brian D - DOA <[briand.pahnke@wisconsin.gov](mailto:briand.pahnke@wisconsin.gov)>; Grinde, Kirsten - DOA <[Kirsten.Grinde@wisconsin.gov](mailto:Kirsten.Grinde@wisconsin.gov)>  
**Cc:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; Sayers, Anne - TOURISM <[ASayers@travelwisconsin.com](mailto:ASayers@travelwisconsin.com)>; Trost, Craig J - TOURISM <[CTrost@travelwisconsin.com](mailto:CTrost@travelwisconsin.com)>  
**Subject:** RE: Biennial Budget

Hello, colleagues!

Attached please find the Department of Tourism's requests for budget inclusions. I look forward to the opportunity to discuss this further with you next week.

Enjoy your weekend and stay warm!

Best,

Sara

---

**From:** Secretary Joel Brennan <[SecretaryJoelBrennan@wisconsin.gov](mailto:SecretaryJoelBrennan@wisconsin.gov)>  
**Sent:** Tuesday, January 22, 2019 5:27 PM  
**To:** DOA DL Agency Cabinet Members <[DOADLAgencyCabinetMembers@wisconsin.gov](mailto:DOADLAgencyCabinetMembers@wisconsin.gov)>; Godlewski, Sarah A - OST <[sarah.godlewski@wisconsin.gov](mailto:sarah.godlewski@wisconsin.gov)>; La Follette, Doug J - SOS <[Doug.LaFollette@wisconsin.gov](mailto:Doug.LaFollette@wisconsin.gov)>; Stanford Taylor, Carolyn I - DPI <[Carolyn.Stanford.Taylor@dpi.wi.gov](mailto:Carolyn.Stanford.Taylor@dpi.wi.gov)>  
**Cc:** Dye, Jenni N - GOV <[jenni.dye@wisconsin.gov](mailto:jenni.dye@wisconsin.gov)>; Pahnke, Brian D - DOA <[briand.pahnke@wisconsin.gov](mailto:briand.pahnke@wisconsin.gov)>; Grinde, Kirsten - DOA <[Kirsten.Grinde@wisconsin.gov](mailto:Kirsten.Grinde@wisconsin.gov)>; Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>

**Subject:** Biennial Budget

As you may know, the Governor will release his 2019-21 biennial budget on February 28, 2019.

Thus, if you have any specific items you would like included for consideration in the Governor's biennial budget, they must be submitted to the State Budget Office no later than close of business on January 25, 2019.

Please send any requests that you may have to:

Brian Pahnke, State Budget Director ([briandpahnke@wisconsin.gov](mailto:briandpahnke@wisconsin.gov).) and Kirsten Grinde, Deputy State Budget Director ([Kirsten.grinde@wisconsin.gov](mailto:Kirsten.grinde@wisconsin.gov)).

Sincerely,  
Joel Brennan, Secretary  
Department of Administration

Cc: Maggie Gau  
Jenni Dye  
Brian Pahnke  
Kirsten Grinde

# Wisconsin Department of Tourism

## 2019-2021 biennial budget proposal

*January 25, 2019*

Tourism is Wisconsin's third largest industry, generating more than \$20 billion in revenue each year and an ROI of 7 to 1: \$7 in tax revenue per \$1 promotional spend. However, the Department of Tourism has the smallest budget of any cabinet level agency in Wisconsin state government. Tourism's budget has stagnated in recent years, even as media prices continue to climb and our closest competitors up their game in bold ways. We are getting less bang for the buck and our revenue comparisons with similar states paint a disappointing picture: we are behind. The good news is that the success of our neighbors demonstrates just how much opportunity is available to us if we are willing to make the investment.

Wisconsin's Department of Tourism annual budget (\$15.5 million) falls markedly behind the national average per state (\$19.8 million in 2018) and more significantly behind our direct competitors (MI = \$35 million; MN = \$30 million; IL = \$30 million in 2017, per most recent available data). This represents a regional budget gap of 48% - 56%. Of note is MN's 2017 budget increase from \$14.1 million to \$30 million, precipitating a 15% growth in visitors in that year.

Our budget recommendations attempt to seize on the opportunities outlined below by capitalizing on Wisconsin's strategic position in the tourism marketplace, connecting the dots between agencies, and embracing the inclusive, forward-looking vision of the administration to tell the positive story of Wisconsin that will grow our tourism economy.

### **Opportunities**

#### *Opportunity 1: Increasing millennial travel*

- Wisconsin lags the national average of 18-34-year-old visitors (28% of total visitors) by 22%, while Minnesota is at 53% of total visitors in this age range. Wisconsin currently relies far too heavily on visitors aged 65 and older, 36% higher than the U.S. average. Without addressing this discrepancy, Wisconsin is setting itself up for plummeting tourism revenue within a generation.
- Rebalancing our targeting will inevitably make Wisconsin a more desirable destination for millennials and data shows millennials want an urban experience with dynamic dining and cultural experiences, which we have right here in Wisconsin. If we can drive millennials to travel here, this will create a natural partnership to driving workers into Wisconsin (WEDC, DWD), which would create a brain gain rather than a brain drain.

#### *Opportunity 2: Increase the rate of visitor growth*

- The tourism industry in the United States is on the rise and has steadily grown over the past several years, with 2.1% growth from 2017 to 2018. In the same time period, Wisconsin's rate of growth trails the U.S. average by 10%. Meanwhile, Michigan exceeded the U.S. avg growth rate by 48% in 2016 and Minnesota achieved nearly 15% growth in 2017 over the previous year. Wisconsin is losing ground.

#### *Opportunity 3: Creating a welcoming environment for tourists of color*

- In terms of tourists of color, Wisconsin trails the nation by 53% and the region by 20%, proving there is an untapped – and growing – market to consider in our work.

*Opportunity 4: Increasing the number of tourists that arrive by air, as opposed to car.*

- Our visitors' mode of arrival skews heavily toward Driving. Our travelers arriving by car are 10% higher than MN and 3% higher than MI. Michigan's publicly available key visitor research and Arrivallist data indicates that there is high potential in Wisconsin to increase our flight market.

*Opportunity 5: Emphasizing our world-class outdoor recreation*

- 26% of travelers say Wisconsin's outdoor recreation is the #1 reason they travel here (26%). This is the highest rating amongst our peers in our competitor set for destination perception for outdoor recreation activities. *(Note: This percentage does not even include Golf/Ski/Snowboard categories.)*
- This market share articulates an even greater opportunity to partner with the Department of Natural Resources.

*Opportunity 6: Out-of-State Growth*

- IL, MN and MI are Wisconsin's top 3 source markets for visitors. Despite this, very limited investment was allocated to MI in past 8 years showing there is a greater opportunity to bring in tourism dollars with additional marketing resources.
- Additionally, there has been no investment in seasonal direct-flight markets, while both MI and MN allocate investment into direct-flight markets and regional expansion states. We are losing out because we aren't even competing.

**Budget Recommendations**

**1. Multi-agency marketing collaboration - \$350,000 annually**

- a. Background: The Office of Marketing Services (OMS) was created to lead marketing initiatives in other state agencies. In a prior state budget, numerous marketing positions were removed from state agencies, yet funding was not, and OMS was given three program revenue staff positions and a director. While the idea to create a collaborative "on brand" marketing effort across all state agencies was intended, the results told a different story as many agencies continued to use their funds to develop their own marketing projects. Generating program revenue for OMS to cover salaries and related expenses has been a challenge and therefore, the 3 program revenue staff positions within tourism remain unfunded and thus, unfilled.
- b. Ask: Convert the 4 positions currently in the OMS from PR to GPR to ensure the consistency in the office needed to offer multi-agency marketing support. The inconsistency of the current funding structure inhibits – and often prohibits – the unification of voice, image, and quality needed across agencies – and thereby hindering the opportunity to unify the state's message to all of its economy-driving audiences (business relocation, workforce development, buyers of Wisconsin's products and services, and tourism, to name a few).

**2. Reputation Management - \$1 million annually**

- a. Background: Wisconsin's reputation both within and outside of the state faces severe challenges that present barriers to growing tourism. Wisconsin's growing prison population, lead pipes, violent crimes, dirty lakes, political partisanship, etc. create barriers to convincing people to live, work and play here.
- b. Ask: Dedicate \$1M in each year of the biennium for reputation management. The Department of Tourism would implement this through a combination of an integrated paid marketing campaign coupled with earned media familiarization trips of media and influencers leveraging regional cooperative partnerships.

### **3. Marketing campaigns - \$3,850,000 annually**

- a. Background: Wisconsin currently lags behind both the national average and all our neighboring peers (Illinois, Minnesota, Michigan, Iowa) in funding.
- b. GPR Ask: \$3.850M annually
  - i. Advertising in currently untapped growth markets such as Grand Rapids, Detroit and other potential markets will cost about \$450,000 per market. The Department will develop a strategy to expand its marketing campaigns into seven (7) new markets, including three (3) new direct flight markets to grow the visitor volume and increase Tourism's economic impact. (\$3,150,000)
  - ii. These campaigns would be developed as a result of critically needed market research that would ensure the campaigns are more successful. With the Department's current budget, funding for research is limited. More funding is needed to develop data-supported campaigns and marketing decisions. Tourism would create an in-house research team which would give us greater flexibility to individualize research to improve our campaigns, benefit our state agency partners, and more effectively assist our local tourism partners. Create two marketing specialists-senior positions to allow the Department to grow its campaigns and have greater flexibility to do market research. (\$500,000)
  - iii. Departmental strategic planning, rebrand analysis and brand monitoring (\$200,000)

### **4. Create an in-house video/photo production center - \$700,000 annually**

- a. Background: Currently, the Department pays outside vendors for production. Moving this activity in-house would allow us to be more nimble by expediting video production quicker than currently produced by our consulting firm and thereby increasing efficiency with our marketing dollars. It would also allow OMS to utilize a cost-effective approach when developing digital marketing for other state agencies. The department produced a minimum of one new video per week in 2018, through the paid work of advertising of record.
- b. GPR Ask: \$300,000 GPR for in-house production costs, equipment and talent acquisition
- c. Position Ask \$400,000: Create four marketing specialists –senior to conduct production work, photography and videography to support the Department of Tourism and other state agencies' production needs.

### **5. Increase grant programs - \$870,000 annually**

- a. Background: Our grant programs are an excellent opportunity to forge local partnerships and encourage new growth in the tourism industry. Currently, our Joint Effort Marketing (JEM) grants are funded at \$1,130,000. Increasing this to \$1.5 million

will allow us to fund more local events and attract more visitors to the state to enjoy these events. (\$370,000)

- b. Create a new Tourism Entrepreneurship Grant (TEG) program to encourage entrepreneurship and support small tourism business growth by marketing and promoting these small tourism businesses. (\$500,000)
6. **Talent Attraction and Retention Initiatives – \$5 million** WEDC budget request transfer to Department of Tourism
- a. Background: The Wisconsin Economic Development Corporation requests \$5M/year for a grant for talent attraction and retention initiatives. To ensure unification of Wisconsin's brand messaging of our rich statewide story, we encourage the state's marketing agency to lead this initiative by inviting the visitor to play here and expanding the marketing strategy to stay here also. Moving this marketing effort to the Wisconsin Department of Tourism will enable the Department to rely on its marketing expertise to develop the State's talent attraction and retention initiative and collaborate with WEDC and other state agencies to ensure the goals of this campaign are met.
  - b. Ask: Fully fund the talent attraction and retention initiatives and transfer the funding to the Department of Tourism.
7. **Invest in the creative economy by fully funding the Wisconsin Arts Board - \$1.6 million annually**

The national average of state funding to state arts agencies is \$1.03 per capita. After suffering deep cuts in recent years, Wisconsin's current investment is just \$0.14 per capita. While Wisconsin's artists and arts organizations are the leading edge of Wisconsin's creative economy, they are simply not able to reach their revenue potential at current funding amounts. The priority of the Arts Board and its constituents is to restore state arts funding to pre-2011 levels. This would mean a total of \$2.4 million in state GPR funding or an increase of approximately \$1.6 million to the Arts Board's budget.

These restored funds will be an investment in the capacity of our artists and arts organizations, the livability of our communities, the education of our students, and the accessibility of the arts to all the people of Wisconsin. This funding signals support of the creative economy, especially to those millennial entrepreneurs and skilled workers we are trying to retain and attract. The funds will also leverage additional support from the private sector and local governments.

8. **Transfer NATOW grant to DOA - transfer \$200,000 annual allocation to DOA**
- a. Background: The Native American Tourism Organization of Wisconsin has a \$400,000 biennial sole source marketing contract (\$200,000 each year) with the Department of Tourism that expires June 30, 2019.
  - b. Ask: We propose moving the \$200,000 out of Tourism into the Department of Administration to utilize Great Lakes Intertribal Council (GLITC) as the fiscal agent for this funding. This funding could be managed under the current relationship DOA has

with GLITC. GLITC would then work with NATOW on the best way to use the funds to support NATOW.

**9. Economic Impact Studies - \$100,000 annually**

- a. Background: The Department completes an annual economic impact study at the state and 72 county level to determine the return on investment of Tourism.
- b. Ask: \$100,000 Increase in funding for additional detailed research on the economic impact of the tourism economy and make marketing decisions based on these impacts.



**From:** [Brennan, Joel - DOA](#)  
**To:** [Hogan, Mark](#)  
**Subject:** FW: Resume  
**Date:** Monday, January 28, 2019 5:10:00 PM  
**Attachments:** [20190128162458370.pdf](#)

---

Mark -

Attached is the resume for Sam Ridders, who has impressed several of us as someone who has the gravitas, skill and breadth to be a good fit in the Foxconn liaison role. After you have had a chance to review his resume, please feel free to reach out to him directly to gauge how you think he might fit and so that he can ask questions about the role and how he might be successful in it.

Thanks. I will see you tomorrow.

JOEL BRENNAN | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741

-----Original Message-----

From: Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>  
Sent: Monday, January 28, 2019 4:24 PM  
To: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
Subject: Resume

DEBBIE HOCHKAMMER | Administrative Policy Advisor Department of Administration Office of the Secretary  
[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)  
Main: (608) 266-1741|Direct: (608) 267-3770

-----Original Message-----

From: [DOA@wisconsin.gov](mailto:DOA@wisconsin.gov) <[DOA@wisconsin.gov](mailto:DOA@wisconsin.gov)>  
Sent: Monday, January 28, 2019 4:25 PM  
To: Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>  
Subject: Message from "SECY03"

This E-mail was sent from "SECY03" (MP C6004).

Scan Date: 01.28.2019 16:24:58 (-0600)  
Queries to: [DOA@wisconsin.gov](mailto:DOA@wisconsin.gov)

# SAM RIKKERS

JULY 2017 -  
PRESENT

UNIVERSITY OF WISCONSIN-MADISON, WISCONSIN INSTITUTES FOR DISCOVERY (WID), MADISON, WI  
EXECUTIVE DIRECTOR, TINY EARTH

- Lead, manage, and represent a network of more than 300 instructors and 10,000 college and high school students across 44 states and 14 countries crowdsourcing discovery of new antibiotics
- Design and execute initiative linking Wisconsin farmers and area students boosting student understanding of and respect for agriculture and soil and farmer appreciation of post-secondary institutions and STEM education
- Direct social media strategy to create and maintain community and raise financial support
- Build and manage diverse network of relationships, including donors, academic partners, and scientific collaborators

APRIL 2017 -  
NOVEMBER 2017

GEORGETOWN UNIVERSITY McDONOUGH SCHOOL OF BUSINESS, WASHINGTON, DC  
INTERIM DIRECTOR, RURAL OPPORTUNITY INITIATIVE (ROI)

- Crafted ROI's mission statement and action plan to catalyze private investment to drive rural prosperity with input from key agriculture, finance and federal government stakeholders and support from Georgetown's leadership and land grant university partners
- Manage ROI's daily activities, fundraising, and strategic partnerships, including development of a constructive relationship with President Trump's USDA political leadership

APRIL 2017 -  
SEPTEMBER 2017

BROYDRICK & ASSOCIATES, WASHINGTON, DC  
GOVERNMENT RELATIONS CONSULTANT

- Developed business plan, client base, strategy and materials for a campaign that successfully preserved funding for USDA business, cooperative and energy financing programs
- Built and managed alliances and relationships with rural lenders, non-profits, and USDA officials
- Activated private sector advocacy in key Congressional districts

DECEMBER 2014 -  
JANUARY 2017

THE UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, DC  
ADMINISTRATOR, RURAL BUSINESS-COOPERATIVE SERVICE (RBCS), DECEMBER 2015 TO JANUARY 2017  
ACTING ADMINISTRATOR, AUGUST 2015 TO DECEMBER 2015  
DEPUTY ADMINISTRATOR, DECEMBER 2014 TO AUGUST 2015

- Led and managed RBCS's 106-person staff and \$2 Billion annual investments providing capital, technical support and entrepreneurial skills helping rural residents start or grow businesses, access jobs and open and tap new markets
- Served as RBCS advocate and spokesperson delivering speeches, providing radio and TV interviews and drafting and publishing blogposts promoting Secretarial priorities including National Coop Month, cooperative business development, rural access to capital, renewable energy, local and regional foods, and value-added agriculture
- Testified regularly before House and Senate committees regarding RBCS's performance, stewardship of investments and policy direction
- Established and chaired interagency working group broadening communication between federal agencies and external stakeholders and increasing federal support for business cooperatives
- Updated Business & Industry Loan Guarantee Program providing staged financing and supporting succession planning for a business converting to a worker owned cooperative or ESOP
- Implemented outreach and management plan growing renewable energy and energy efficiency investments in rural small businesses and agriculture producers by more than 200% in two years
- Directed historic reduction of financial risk to RBCS commercial loan portfolio through enhanced servicing and staff training while simultaneously expanding portfolio's size and activity
- Organized and led RBCS's strategic planning efforts to define vision, goals and objectives including an executive retreat, planning exercises for senior managers
- Represented RBCS before OMB, GAO, USDA's Inspector General and other oversight bodies

- SEPTEMBER 2013 -  
DECEMBER 2014
- THE WHITE HOUSE OFFICE, WASHINGTON, DC**  
*ENERGY AND ENVIRONMENT DIRECTOR, PRESIDENTIAL PERSONNEL OFFICE*
- Managed team that identified, recruited, interviewed, and vetted candidates for Presidential appointments at the Departments of Energy, Interior, Agriculture, Transportation, NASA, NSF, EPA, GSA, and OPM, as well as several White House Offices and 14 boards and commissions
  - Worked with agencies to develop enhanced recruitment and retention strategies
  - Coordinated with interested parties both inside and outside of government, as well as other White House stakeholders, to source candidates and develop consensus for Presidential appointments
- JUNE 2013 -  
JULY 2013
- ORGANIZING FOR ACTION-IL, CHICAGO, IL**  
*DEPUTY STATE COORDINATOR*
- Concurrently managed four separate issue campaigns, including objective setting, strategy development and implementation, and management of staff, volunteers and ally relationships
- JANUARY 2012 -  
NOVEMBER 2012
- ORGANIZING FOR AMERICA-WI, WAUKESHA, WI**  
*REGIONAL FIELD DIRECTOR*
- Led campaign across Southeast Wisconsin electing President Obama and Senator Tammy Baldwin
  - Hired, trained, and mentored 10 field organizers engaging thousands of volunteers
  - Cultivated and managed relationships with local political candidates, officials and parties
- SEPTEMBER 2007 -  
JANUARY 2012
- CONSTANTINE CANNON LLP, NEW YORK CITY**  
*ASSOCIATE – FULL SERVICE LITIGATION PRACTICE*
- Presented legal strategy and updates to clients and other stakeholders/decision-makers
  - Successfully argued motions before New York federal and state judges
  - Regularly drafted motions and correspondence with Court and opposing counsel

#### ADDITIONAL PROFESSIONAL EXPERIENCE

- JANUARY 2007 -  
MAY 2007
- WISCONSIN DEPARTMENT OF JUSTICE, MADISON, WISCONSIN**  
*LAW CLERK, THE CRIMINAL LITIGATION, ANTITRUST, AND CONSUMER PROTECTION UNIT*
- JANUARY 2006 -  
MAY 2006
- WISCONSIN SUPREME COURT CHIEF JUSTICE, SHIRLEY ABRAHAMSON, MADISON, WISCONSIN**  
*LEGAL INTERN*
- MAY 2005 -  
DECEMBER 2006
- SOKAOGON CHIPPEWA COMMUNITY, MOLE LAKE, WISCONSIN**  
*LAW CLERK*
- FALL 2002
- RE-ELECTION CAMPAIGN OF SENATOR PAUL WELLSTONE, MINNEAPOLIS, MINNESOTA**  
*FIELD ORGANIZER*
- JANUARY 2000 -  
MARCH 2002
- UNITED STATES PEACE CORPS, ZAMBIA**  
*COMMUNITY HEALTH AND DEVELOPMENT FACILITATOR*
- MAY 1998 -  
NOVEMBER 1998
- MINNESOTA ACORN, MINNEAPOLIS, MINNESOTA**  
*COMMUNITY ORGANIZER*

#### EDUCATION

**UNIVERSITY OF WISCONSIN, J.D. (2007)**  
Admitted to practice in New York and Wisconsin

**COLUMBIA UNIVERSITY, MASTER OF INTERNATIONAL AFFAIRS (2004)**

**MACALESTER COLLEGE, ST. PAUL, MINNESOTA, B.A. (1998)**  
*Cum Laude*, Political Science and Philosophy

**FOREIGN LANGUAGES:** Fluent in German, Swiss German, and Tumbuka (Swahili-based language spoken in Zambia)

**From:** [Mark Hogan](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** Re: Resume  
**Date:** Monday, January 28, 2019 5:40:48 PM

---

Thanks. I will give him a call.

Get [Outlook for iOS](#)

---

**From:** Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
**Sent:** Monday, January 28, 2019 5:10 PM  
**To:** Mark Hogan  
**Subject:** FW: Resume

Mark -

Attached is the resume for Sam Ridders, who has impressed several of us as someone who has the gravitas, skill and breadth to be a good fit in the Foxconn liaison role. After you have had a chance to review his resume, please feel free to reach out to him directly to gauge how you think he might fit and so that he can ask questions about the role and how he might be successful in it.

Thanks. I will see you tomorrow.

JOEL BRENNAN | Secretary  
Department of Administration  
Joel.brennan@wisconsin.gov  
Phone: (608) 266-1741

-----Original Message-----

**From:** Hochkammer, Debbie - DOA <Debbie.Hochkammer@wisconsin.gov>  
**Sent:** Monday, January 28, 2019 4:24 PM  
**To:** Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
**Subject:** Resume

DEBBIE HOCHKAMMER | Administrative Policy Advisor Department of Administration  
Office of the Secretary debbie.hochkammer@wisconsin.gov  
Main: (608) 266-1741|Direct: (608) 267-3770

-----Original Message-----

**From:** DOA@wisconsin.gov <DOA@wisconsin.gov>  
**Sent:** Monday, January 28, 2019 4:25 PM

To: Hochkammer, Debbie - DOA <Debbie.Hochkammer@wisconsin.gov>  
Subject: Message from "SECY03"

This E-mail was sent from "SECY03" (MP C6004).

Scan Date: 01.28.2019 16:24:58 (-0600)  
Queries to: DOA@wisconsin.gov

**From:** [Brennan, Joel - DOA](#)  
**To:** [Torhorst, Tia S - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** 2 pm meeting  
**Date:** Tuesday, January 29, 2019 1:17:29 PM

---

I am inclined to suggest that we close the government tomorrow to those who are not absolutely required to be here. I asked Stacey to start looking at things necessary to do that in the event that is our decision at 2 pm. I will be at WEDC until then.

Sent from my iPhone

**From:** [Gau, Maggie M - GOV](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#); [Torhorst, Tia](#); [Worcester, Barb - GOV](#); [Baldauff, Melissa - GOV](#)  
**Subject:** RE: Wisconsin Weather  
**Date:** Tuesday, January 29, 2019 5:52:31 PM  
**Attachments:** [image001.png](#)

---

I'll reach out to her – great idea.

---

**From:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Sent:** Tuesday, January 29, 2019 5:52 PM  
**To:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; Patton, Chris - DOA <[chris.patton@wisconsin.gov](mailto:chris.patton@wisconsin.gov)>; Torhorst, Tia <[REDACTED]>; Worcester, Barb - GOV <[barb.worcester@wisconsin.gov](mailto:barb.worcester@wisconsin.gov)>; Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Subject:** RE: Wisconsin Weather

Also, I might suggest that outreach to Sen. Baldwin's Office (Janet Piraino) might be helpful. They may know what has been done in the past or can be done. Janet saw you today at the luncheon and thought you did a great job. Let me know if you want me to reach out or if you want to take that on yourself.



**JOEL BRENNAN** | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741



---

**From:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>  
**Sent:** Tuesday, January 29, 2019 5:42 PM  
**To:** Patton, Chris - DOA <[chris.patton@wisconsin.gov](mailto:chris.patton@wisconsin.gov)>; Torhorst, Tia <[REDACTED]>; Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; Worcester, Barb - GOV <[barb.worcester@wisconsin.gov](mailto:barb.worcester@wisconsin.gov)>; Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Subject:** RE: Wisconsin Weather

Ok – I'll reach out to DMA

---

**From:** Patton, Chris - DOA <[chris.patton@wisconsin.gov](mailto:chris.patton@wisconsin.gov)>  
**Sent:** Tuesday, January 29, 2019 5:40 PM  
**To:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; Torhorst, Tia <[REDACTED]>; Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; Worcester, Barb - GOV <[barb.worcester@wisconsin.gov](mailto:barb.worcester@wisconsin.gov)>; Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Subject:** RE: Wisconsin Weather

As of now, we do not have anything in particular. It may be a good question to pose to DMA just in case they have heard anything from locals. Happy to also do a check with other agencies such as



DHS, DNR, DOT, etc.

---

**From:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>

**Sent:** Tuesday, January 29, 2019 5:35 PM

**To:** Patton, Chris - DOA <[chris.patton@wisconsin.gov](mailto:chris.patton@wisconsin.gov)>; Torhorst, Tia <[REDACTED]>;

Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; Worcester, Barb - GOV

<[barb.worcester@wisconsin.gov](mailto:barb.worcester@wisconsin.gov)>; Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>

**Subject:** FW: Wisconsin Weather

Anything on your radar?

---

**From:** Horning, Daniel M. EOP/WHO <[Daniel.M.Horning@who.eop.gov](mailto:Daniel.M.Horning@who.eop.gov)>

**Sent:** Tuesday, January 29, 2019 9:08 AM

**To:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>

**Subject:** Wisconsin Weather

Hi Maggie,

Just tried giving you a call. We're checking in regarding the severe weather that's coming through Wisconsin. I saw that Governor Evers declared a state of emergency. Does the state have any unmet needs that the Federal government can assist with? Does Wisconsin need any Federal assistance at the moment?

Let us know if the Governor or the state needs anything. And stay warm!!

-Dan

Dan Horning

Associate Director

White House Office of Intergovernmental Affairs

C: 202.881.7721 (no text) | E: [Daniel.M.Horning@who.eop.gov](mailto:Daniel.M.Horning@who.eop.gov)

**From:** [Barca, Peter W - DOR](#)  
**To:** [Brennan, Joel - DOA](#)  
**Cc:** [Carr, Kevin A - DOC](#); [Palm, Andrea J - DHS](#); [Meaney, Sara M - TOURISM](#); [Valcq, Rebecca](#); [Pfaff, Bradley M - DATCP](#); [Thompson, Craig M - DOT](#); [Crim, Dawn - DSPS](#); [Amundson, Emilie A - DCF](#); [Blumenfeld, Kathy K - DFI](#); [Kolar, Mary - DVA](#); [Afbale, Mark V - OCI](#); [Hogan, Mark](#); [Cole, Preston D - DNR](#); [Frostman, Caleb - DWD](#)  
**Subject:** Re: Inclement Weather Update  
**Date:** Tuesday, January 29, 2019 6:26:09 PM  
**Attachments:** [image002.png](#)  
[image004.png](#)  
[image002.png](#)

---

Your team did a fantastic job in sending out the notices so quickly after the Governor's Executive Order Joel - thank you!

Be safe tomorrow everyone and best wishes with everything this extreme weather will bring.

Best Regard,  
Peter

Sent from my iPhone

On Jan 29, 2019, at 6:22 PM, Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)> wrote:

All –

Your leadership team should have received the message below earlier this evening. The brutal weather tomorrow has caused the Governor to take action to protect state employees. This information has been communicated across the enterprise but please let me know if you have any questions that my team or I can help on.

Thanks. Stay warm.

[!\[\]\(6059a5aa8b4ca7bb793408023d6c6e42\_img.jpg\)](#)  
**JOEL BRENNAN** | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741  
[!\[\]\(d293b9aef7d8767760396289fbc64e8a\_img.jpg\)](#)

---

**From:** Patton, Chris - DOA <[chris.patton@wisconsin.gov](mailto:chris.patton@wisconsin.gov)>  
**Sent:** Tuesday, January 29, 2019 5:35 PM  
**To:** DOA DL Deputy Secretaries Cabinet  
<[DOADLDeputySecretariesCabinet@wisconsin.gov](mailto:DOADLDeputySecretariesCabinet@wisconsin.gov)>; DOA DL Assistant Deputy Secretaries <[DOADLAssistantDeputySecretaries@wisconsin.gov](mailto:DOADLAssistantDeputySecretaries@wisconsin.gov)>; Barca, Peter W - DOR <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>  
**Subject:** Inclement Weather Update

This afternoon Governor Evers issued an [Executive Order](#) closing state agencies to the

public and directing state agencies to allow employees to use appropriate leave and other alternatives to ensure employee safety during this period of extreme cold. The below email message will be sent to all executive branch employees shortly.

Additionally, we are asking every department to use their social media message to amplify the Governor's message directly by sharing it and creating second messages such as below –

Wisconsin is facing potentially life-threatening temperatures. The Governor has directed state agencies to close state offices for public business tomorrow. Employees should follow procedures as directed. Contact your supervisor for guidance.

Below is the message that will be going out via RAVE.

State office buildings and work locations will be closed to the public on Wednesday, January 30, 2019. All buildings will be open to state employees; however, all employees other than those assigned to public safety, public health or emergency response functions are strongly encouraged to exercise utmost caution and avoid coming to work by using appropriate leave or available alternate work solutions.

Governor Evers has issued Executive Order #7 closing all state office buildings and work locations to the public but leaves them open to employees. The Order does not apply to the State Capitol and authorized DOC Probation & Parole offices which serve as warming stations.

Employees not assigned to job duties that include the provision or support of an emergency response, public health, or public safety functions must be excused from work if requested by the employee.

Agencies are directed to provide opportunities, as appropriate, to encourage employees to remain at home by exploring the following options:

<!--[if !supportLists]-->o <!--[endif]-->use of appropriate leave (other than sick leave),  
<!--[if !supportLists]-->o <!--[endif]-->work from home,  
<!--[if !supportLists]-->o <!--[endif]-->flex scheduling,  
<!--[if !supportLists]-->o <!--[endif]-->use alternate hours or days to make up the lost hours within the pay period which closes on Saturday, February 2, 2019, and  
<!--[if !supportLists]-->o <!--[endif]-->any other alternative work options.

Employees who opt to come in to work are required to provide supervisory

notice to ensure awareness of the location of all employees. We encourage all employees to prepare for the weather and while traveling to include emergency items such as blankets, boots, mobile phone chargers, drinking water, non-perishable items, sand, etc. In the event your car becomes disabled, remain in the car and call 911 for assistance.

In preparation for future building and weather announcements, please take time today to register your personal contact information in RAVE. Registration in RAVE is the best way to receive real-time emergency information wherever you are. The link to the RAVE registration page is below.

<http://www.wisconsin.gov/Pages/rave.aspx>

Please also use this link to update your contact information in RAVE if you've recently changed your mobile phone number or carrier.



**CHRIS PATTON** | Deputy Secretary  
Department of Administration  
Office of the Secretary  
[Chris.Patton@wisconsin.gov](mailto:Chris.Patton@wisconsin.gov)  
Main: (608) 266-1741  
<image003.gif>

**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Gau, Maggie M - GOV](#); [Worcester, Barb - GOV](#); [Pennoyer, Kara - GOV](#); [Baldauff, Melissa - GOV](#)  
**Cc:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** Request  
**Date:** Tuesday, January 29, 2019 7:05:38 PM  
**Attachments:** [image001.png](#)  
[Cabinet-Agency contacts.xls](#)

---

Good evening-

Attached is the most recent version of the appointed positions within the administration. Please add all of us to the distribution lists for press releases and press clips.

It would also be really helpful for all of us to be working from the same press release list. I would expect some agencies have niche publications they also communicate with but we can add those on as needed. Is this something you would like us to compile or should we use the one you have in your system? Enterprise-wide we should all know what we are communicating with the general public in real time.

Thank you,  
Tia



**TIA TORHORST** | Assistant Deputy Secretary  
Department of Administration  
[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)  
Phone: (608) 266-1741



## AGENCY CONTACTS

### Secretary

Last Name	First Name	Agency	Office #	Work Cell	Personal Cell	State Email	Assistant	Phone
Pfaff	Brad	DATCP				<a href="mailto:bradley.pfaff@wisconsin.gov">bradley.pfaff@wisconsin.gov</a>	Christine Stamm	224-5015
Amundson	Emilie	DCF	422-7067			<a href="mailto:emilie.amundson@wisconsin.gov">emilie.amundson@wisconsin.gov</a>	Rachelle Hopp	422-7078
Blumenfeld	Kathy	DFI				<a href="mailto:kathy.blumenfeld@dfi.wisconsin.gov">kathy.blumenfeld@dfi.wisconsin.gov</a>	Leah Erickson	267-2020
Palm	Andrea	DHS				<a href="mailto:andrea.palm@dhs.wisconsin.gov">andrea.palm@dhs.wisconsin.gov</a>	Pam Vanderlinden	266-9539
Cole	Preston	DNR				<a href="mailto:preston.cole@wisconsin.gov">preston.cole@wisconsin.gov</a>	Holly Lamers	267-7556
Brennan	Joel	DOA	266-1741			<a href="mailto:joel.brennan@wisconsin.gov">joel.brennan@wisconsin.gov</a>	Debbie Hochkammer	267-3770
Carr	Kevin	DOC				<a href="mailto:kevin.carr@wisconsin.gov">kevin.carr@wisconsin.gov</a>	Diane Bergeman	240-5065
Barca	Peter	DOR				<a href="mailto:peter.barca@wisconsin.gov">peter.barca@wisconsin.gov</a>	Teri Bullington	266-8085
Thompson	Craig	DOT	266-1114			<a href="mailto:craigm.thompson@dot.wi.gov">craigm.thompson@dot.wi.gov</a>	Rose Gonnering	266-1114
Crim	Dawn	DSPS				<a href="mailto:dawncrim1@wisconsin.gov">dawncrim1@wisconsin.gov</a>	Ann Broske	266-1352
Frostman	Caleb	DWD	261-6694			<a href="mailto:caleb.frostman@dwd.wisconsin.gov">caleb.frostman@dwd.wisconsin.gov</a>	Jamie Maday	267-1410
Afable	Mark	OCI				<a href="mailto:mark.afable@wisconsin.gov">mark.afable@wisconsin.gov</a>	Megan Aubihl	267-1233
Cameran Valcq	Rebecca	PSC				<a href="mailto:becky.valcq@wisconsin.gov">becky.valcq@wisconsin.gov</a>	Kathy Endres	266-3767
Meaney	Sara	TOURISM				<a href="mailto:smeaney@travelwisconsin.com">smeaney@travelwisconsin.com</a>	Chelsey Bence	266-2345
Kolar	Mary	WDVA				<a href="mailto:mary.kolar@dva.wisconsin.gov">mary.kolar@dva.wisconsin.gov</a>	Kelly Behling	266-1315
Hogan	Mark	WEDC				<a href="mailto:mark.hogan@wedc.org">mark.hogan@wedc.org</a>	Kathie Colbert	210-6701
		WHEDA	266-2893				Maureen Brunker	266-7354

### Deputy

Last Name	First Name	Agency	Office #	Work Cell	Personal Cell	State Email	Assistant	Phone
Romanski	Randy	DATCP	224-5035			<a href="mailto:randy.romanski1@wisconsin.gov">randy.romanski1@wisconsin.gov</a>	Christine Stamm	224-5015
Pertl	Jeff	DCF	422-7070			<a href="mailto:jeff.pertl@wisconsin.gov">jeff.pertl@wisconsin.gov</a>	Heather Clancy	422-7073
Olson-Collins	Cheryll	DFI				<a href="mailto:cheryll.olsoncollins@dfi.wisconsin.gov">cheryll.olsoncollins@dfi.wisconsin.gov</a>	Leah Erickson	267-2020
Willems Vandijk	Julie	DHS					Taylor Thompson	261-0647
Kluesner	Elizabeth	DNR	266-1648			<a href="mailto:elizabeth.kluesner@wisconsin.gov">elizabeth.kluesner@wisconsin.gov</a>	Holly Lamers	267-7556
Patton	Chris	DOA				<a href="mailto:chris.patton@wisconsin.gov">chris.patton@wisconsin.gov</a>	Vicky Short	264-9578
Pechacek	Amy	DOC				<a href="mailto:amy.pechacek@wisconsin.gov">amy.pechacek@wisconsin.gov</a>	Teri Nelson	240-5054
		DOR					Teri Bullington	266-8085
Hammer	Paul	DOT	266-1114			<a href="mailto:paul.m.hammer@dot.wi.gov">paul.m.hammer@dot.wi.gov</a>	Rose Gonnering	261-0122
Trammell	Nia	DSPS				<a href="mailto:nia.trammell1@wisconsin.gov">nia.trammell1@wisconsin.gov</a>	Ann Broske	266-1352
Richard	JoAnna	DWD	267-3200			<a href="mailto:joanna.richard@dwd.wisconsin.gov">joanna.richard@dwd.wisconsin.gov</a>	Jamie Maday	267-1410
Houdek	Nathan	OCI	266-2493			<a href="mailto:nathan.houdek@wisconsin.gov">nathan.houdek@wisconsin.gov</a>	Megan Aubihl	267-1233
Templeton	Carrie	PSC				<a href="mailto:carrie.templeton@wisconsin.gov">carrie.templeton@wisconsin.gov</a>	Kathy Endres	266-3767
Sayers	Anne	TOURISM	266-3750			<a href="mailto:asayers@travelwisconsin.com">asayers@travelwisconsin.com</a>	Chelsey Bence	266-2345
Bond	James	WDVA				<a href="mailto:james.bond@dva.wisconsin.gov">james.bond@dva.wisconsin.gov</a>	Kelly Behling	266-1315
Braun	Tricia	WEDC	210-6807			<a href="mailto:tricia.braun@wedc.org">tricia.braun@wedc.org</a>	Kathie Colbert	210-6701
		WHEDA	267-2307				Maureen Brunker	266-7354

## Assistant Deputy

Last Name	First Name	Agency	Office #	Work Cell	Personal Cell	State Email	Assistant	Phone
James	Angela	DATCP	224-5001			<a href="mailto:angela.james@wisconsin.gov">angela.james@wisconsin.gov</a>	Christine Stamm	224-5013
Melfi	Danielle	DCF				<a href="mailto:danielle.melfi@wisconsin.gov">danielle.melfi@wisconsin.gov</a>	Andi Worrell	422-7074
Haberland	Catherine	DFI				<a href="mailto:catherine.haberland@dfi.wisconsin.gov">catherine.haberland@dfi.wisconsin.gov</a>	Leah Erickson	267-2020
Safar	Nicole	DHS				<a href="mailto:nicole.safar1@dhs.wisconsin.gov">nicole.safar1@dhs.wisconsin.gov</a>	Taylor Thompson	261-0647
Ambs	Todd	DNR					Diane Greisinger	264-8529
Torhorst	Tia	DOA				<a href="mailto:tia.torhorst@wisconsin.gov">tia.torhorst@wisconsin.gov</a>	Debbie Hochkammer	267-3770
Carpenter	Shannon	DOC				<a href="mailto:shannon.carpenter@wisconsin.gov">shannon.carpenter@wisconsin.gov</a>	Diane Bergeman	240-5065
		DOR					Heidi Andrews	266-3360
Nilsestuen	Joel	DOT	266-1114			<a href="mailto:joeld.nilsestuen@dot.wi.gov">joeld.nilsestuen@dot.wi.gov</a>	Stephanie Arduini	266-1114
Hereth	Dan	DSPS					Ann Broske	266-1352
Still	Kathy	DVA	266-2256			<a href="mailto:kathy.still@dva.wisconsin.gov">kathy.still@dva.wisconsin.gov</a>	Kelly Behling	266-1315
Williams	Danielle	DWD	266-2284			<a href="mailto:danielle.williams@dwd.wi.gov">danielle.williams@dwd.wi.gov</a>	Jamie Maday	267-1410
Young	Amy	WEDC	210-6711			<a href="mailto:amy.young@wedc.org">amy.young@wedc.org</a>	Kathie Colbert	210-6701
		WHEDA	267-5200				Maureen Brunner	266-7354

Unless otherwise shown, area codes are 608

Chief Legal Counsel								
Last Name	First Name	Agency	Office #	Work Cell	Personal Cell	State Email		
		DATCP						
		DCF						
Lynch	Matt	DFI						
Rowe	Sandy	DHS						
		DNR						
Kasper	Amy	DOA						
Karaskiewicz	Susan	DOC	240-5012			<a href="mailto:susan.karaskiewicz@wisconsin.gov">susan.karaskiewicz@wisconsin.gov</a>		
Erlandsen	Dana	DOR	266-3974			<a href="mailto:dana.erlandsen@wisconsin.gov">dana.erlandsen@wisconsin.gov</a>		
		DOT						
		DSPS						
Koplien	Chad	DVA	266-6992			<a href="mailto:chad.koplien@dva.wi.gov">chad.koplien@dva.wi.gov</a>		
		DWD						
		OCI						
Smith	Cindy	PSC				<a href="mailto:cynthia.smith@wisconsin.gov">cynthia.smith@wisconsin.gov</a>		
n/a		TOURISM						
		WEDC						
		WHEDA						

Communcations Director								
Last	First	Agency	Office #	Work Cell	Personal Cell	State Email		
Colás	Grace	DATCP	224-5020			<a href="mailto:grace.colas1@wisconsin.gov">grace.colas1@wisconsin.gov</a>		
		DCF						
Conklin	Melanie	DFI						
Miller	Stephanie	DHS						
		DNR						
		DOA						
Vidal	Molly	DOC						
		DOR						
		DOT						
		DSPS						
Vigue	Carla	DVA	266-0517			<a href="mailto:carla.vigue@dva.wi.gov">carla.vigue@dva.wi.gov</a>		
Jedd	Ben	DWD						
Hwans	Olivia	OCI						
Trost	Craig	TOURISM						
		PSC						
		WEDC						
		WHEDA						

Legislative Liaison								
Last	First	Agency	Office #	Work Cell	Personal Cell	State Email		
		DATCP						
		DCF						
Haberland	Catherine	DFI				<a href="mailto:catherine.haberland@wisconsin.gov">catherine.haberland@wisconsin.gov</a>		
		DHS						
Van Belt	Ben	DNR						
		DOA						
deHaan	Paulina	DOC				<a href="mailto:paulina.dehaan@wisconsin.gov">paulina.dehaan@wisconsin.gov</a>	Teri Nelson	240-5054
		DOR						
		DOT						
		DSPS						
		DVA						
Esser	Bridget	DWD				<a href="mailto:bridget.esser@dwd.wi.gov">bridget.esser@dwd.wi.gov</a>		
		OCI						
n/a		TOURISM						
		PSC						
		WEDC						
		WHEDA						



**From:** [Mark Hogan](#)  
**To:** [Brennan, Joel - DOA](#); [Barca, Peter W - DOR](#)  
**Subject:** Article  
**Date:** Wednesday, January 30, 2019 6:20:51 AM

---

<https://www.google.com/amp/s/mobile.reuters.com/article/amp/idUSKCN1PO0FV>

Get [Outlook for iOS](#)

**From:** [Mark Hogan](#)  
**To:** [Brennan, Joel - DOA](#); [Barca, Peter W - DOR](#)  
**Subject:** Article  
**Date:** Wednesday, January 30, 2019 6:20:51 AM

---

<https://www.google.com/amp/s/mobile.reuters.com/article/amp/idUSKCN1PO0FV>

Get [Outlook for iOS](#)

**From:** [Brennan, Joel - DOA](#)  
**To:** **Louis Woo**  
**Subject:** Phone call  
**Date:** Wednesday, January 30, 2019 9:05:00 AM  
**Attachments:** [image001.png](#)

---

Louis –

I would appreciate a call today on either of my cell phones. The numbers are [REDACTED] or [REDACTED]. Thanks.



**JOEL BRENNAN** | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741



**From:** [Baldauff, Melissa - GOV](#)  
**To:** [Gau, Maggie M - GOV](#); [Brennan, Joel - DOA](#)  
**Subject:** Statement from Foxconn  
**Date:** Wednesday, January 30, 2019 9:14:17 AM

---

Here is what they released.

Statement from Foxconn:

We remain committed to the Wisconsin Valley Science and Technology Park project, the creation of 13,000 jobs, and to our long-term investment in Wisconsin. As we have previously noted, the global market environment that existed when the project was first announced has changed. As our plans are driven by those of our customers, this has necessitated the adjustment of plans for all projects, including Wisconsin. While the project's focus will be adjusted to meet these new realities, the Wisconsin project remains a priority for our company.

Foxconn continues to actively consider opportunities for TFT technologies in terms of maximizing the positive impact of our Wisconsin project. We are broadening the base of our investment within the State of Wisconsin far beyond what we initially planned to ensure the company and our workforce will be positioned for long-term success.

In addition to our consideration of plans to produce traditional products such as television sets, we are also examining ways for Wisconsin's knowledge workers to promote research and development in advanced industrial internet technologies and produce high-tech applications and solutions for industries such as education, medical and healthcare, entertainment and sports, security, and smart cities.

We look forward to continued investment in American talent as we build the AI 8K + 5G ecosystem we are creating in Wisconsin and the US. Further updates will be shared in due course.

Melissa M. Baldauff  
Deputy Chief of Staff—communications  
Office of Governor Tony Evers  
Phone: [REDACTED] (cell)

Sent from an electronic device, please excuse typos

**From:** [Brennan, Joel - DOA](#)  
**To:** [Gau, Maggie M - GOV](#); [Baldauff, Melissa - GOV](#)  
**Subject:** Fwd: Reuter's Article Regarding Foxconn's Investment in Wisconsin  
**Date:** Wednesday, January 30, 2019 9:49:09 AM

---

Sent from my iPhone

Begin forwarded message:

**From:** Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>  
**Date:** January 30, 2019 at 9:31:35 AM CST  
**To:** Louis Woo <[REDACTED]>, quincy.tse <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>  
**Cc:** "Brennan, Joel - DOA" <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>, "[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)" <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>  
**Subject:** RE: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Thank you. These are helpful. I would suggest you provide the same info to the Racine County/Mount Pleasant partners as well (if you have not already done so). When you do, I would ask that you copy the 3 of us. Thanks again.

---

**From:** Louis Woo <[REDACTED]>  
**Sent:** Wednesday, January 30, 2019 9:24 AM  
**To:** Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>; quincy.tse <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>  
**Cc:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; [peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)  
**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

But there are a few highlights of the article which we should take note of.

1. We have NOT shelved the commitment to invest in Wisconsin. That was the reporter's words to attract eyeballs.
2. Given the changing dynamics of the global economy in these two years, we are certainly reconsidering which TFT technology to build to make sense and to best suit for our campus and our investment in Wisconsin.
3. Nonetheless we will go ahead to build the following in the

next 18 months.

- <!--[if !supportLists]-->a) <!--[endif]-->A LCM backend packaging plant;
- <!--[if !supportLists]-->b) <!--[endif]-->A high precision molding factory
- <!--[if !supportLists]-->c) <!--[endif]-->A system integration assembly facility regardless of what TFT technology is to be considered.
- <!--[if !supportLists]-->d) <!--[endif]-->A rapid prototyping center to help startups to test out their hardware ideas and concepts which will go in line with building the AI 8K+5G ecosystem
- <!--[if !supportLists]-->e) <!--[endif]-->A R&D center and
- <!--[if !supportLists]-->f) <!--[endif]-->A high-performance data center inside the park or in the vicinity and
- <!--[if !supportLists]-->g) <!--[endif]-->A town center to support the people working in the Wisconsin Valley Park

4. As a responsible employer, a faithful supplier to our customers and a public list company to maximize shareholders' values, we have to make changes to any business plans from time to time to make adjustment to the changing economic conditions and changing customers' demands.

Hopefully these highlights help.

Louis

---

发件人: Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>

日期: 2019年1月30日 星期三 下午10:41

收件人: Louis Woo <[REDACTED]>, "quincy.tse" <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>

抄送: "Brennan, Joel - DOA" <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>, "peter.barca@wisconsin.gov" <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>

主题: Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Just found it, thanks.

Get [Outlook for iOS](#)

---

**From:** Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>  
**Sent:** Wednesday, January 30, 2019 8:39 AM  
**To:** Louis Woo; quincy.tse  
**Cc:** Brennan, Joel - DOA; [peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)  
**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Hi Louis - Have you released this yet? I have received some inquiries & would like to refer to your response. Please let me know. - Mark

Get [Outlook for iOS](#)

---

**From:** Louis Woo <[REDACTED]>  
**Sent:** Wednesday, January 30, 2019 6:19 AM  
**To:** Mark Hogan; quincy.tse  
**Cc:** Brennan, Joel - DOA; [peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)  
**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Mark,

Thanks.

Louis

---

发件人: Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>  
日期: 2019年1月30日 星期三 下午8:16  
收件人: "quincy.tse" <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>  
抄送: 'Louis Woo' <[REDACTED]>, "Brennan, Joel - DOA" <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>, "[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)" <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>  
主题: Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Good morning, Quincy. As requested, I am forwarding your email to Joel & Peter.  
Get [Outlook for iOS](#)

---

**From:** quincy.tse <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>  
**Sent:** Wednesday, January 30, 2019 6:05 AM  
**To:** Mark Hogan  
**Cc:** 'Louis Woo'  
**Subject:** Reuter's Article Regarding Foxconn's Investment in Wisconsin

Morning Mark,

As agreed in our call on Monday morning, we would like to share with you the below reactive statement we have prepared in response to incoming media inquiries regarding an exclusive article published by Reuters about Foxconn's investment plans in Wisconsin a few hours ago.

Would you mind forwarding this email to Secretary Brennan and Secretary Barca, and cc-ing us as we do not have their email addresses?

Thanks and best regards,

Quincy

*We remain committed to the Wisconsin Valley Science and Technology Park project, the creation of 13,000 jobs, and to our long-term investment in Wisconsin. As we have previously noted, the global market environment that existed when the project was first announced has changed. As our plans are driven by those of our customers, this has necessitated the adjustment of plans for all projects, including Wisconsin. While the project's focus will be adjusted to meet these new realities, the Wisconsin project remains a priority for our company.*

*Foxconn continues to actively consider opportunities for TFT technologies in terms of maximizing the positive impact of our Wisconsin project. We are broadening the base of our investment within the State of Wisconsin far beyond what we initially planned to ensure the company and our workforce will be positioned for long-term success.*

*In addition to our consideration of plans to produce traditional products such as television sets, we are also examining ways for Wisconsin's knowledge workers to promote research and development in advanced industrial internet technologies and produce high-tech applications and solutions for industries such as education, medical and healthcare, entertainment and sports, security, and smart cities.*

*We look forward to continued investment in American talent as we build the AI 8K + 5G ecosystem we are creating in Wisconsin and the US. Further updates will be shared in due course.*

Best regards,

Quincy



**From:** [Barca, Peter W - DOR](#)  
**To:** [Hogan, Mark](#)  
**Cc:** [Brennan, Joel - DOA](#)  
**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin  
**Date:** Wednesday, January 30, 2019 10:06:51 AM

---

Thank you for the immediate update Mark.

Best Wishes,  
Peter

Sent from my iPhone

On Jan 30, 2019, at 9:31 AM, Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)> wrote:

Thank you. These are helpful. I would suggest you provide the same info to the Racine County/Mount Pleasant partners as well (if you have not already done so). When you do, I would ask that you copy the 3 of us. Thanks again.

---

**From:** Louis Woo <[REDACTED]>  
**Sent:** Wednesday, January 30, 2019 9:24 AM  
**To:** Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>; quincy.tse <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>  
**Cc:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; [peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)  
**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

But there are a few highlights of the article which we should take note of.

1. We have NOT shelved the commitment to invest in Wisconsin. That was the reporter's words to attract eyeballs.
2. Given the changing dynamics of the global economy in these two years, we are certainly reconsidering which TFT technology to build to make sense and to best suit for our campus and our investment in Wisconsin.
3. Nonetheless we will go ahead to build the following in the next 18 months.

<!--[if !supportLists]-->a) <!--[endif]-->A LCM backend packaging plant;

<!--[if !supportLists]-->b) <!--[endif]-->A high precision molding

factory

<!--[if !supportLists]-->c) <!--[endif]-->A system integration assembly facility regardless of what TFT technology is to be considered.

<!--[if !supportLists]-->d) <!--[endif]-->A rapid prototyping center to help startups to test out their hardware ideas and concepts which will go in line with building the AI 8K+5G ecosystem

<!--[if !supportLists]-->e) <!--[endif]-->A R&D center and

<!--[if !supportLists]-->f) <!--[endif]-->A high-performance data center inside the park or in the vicinity and

<!--[if !supportLists]-->g) <!--[endif]-->A town center to support the people working in the Wisconsin Valley Park

4. As a responsible employer, a faithful supplier to our customers and a public list company to maximize shareholders' values, we have to make changes to any business plans from time to time to make adjustment to the changing economic conditions and changing customers' demands.

Hopefully these highlights help.

Louis

---

发件人: Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>

日期: 2019年1月30日 星期三 下午10:41

收件人: Louis Woo <[REDACTED]>, "quincy.tse" <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>

抄送: "Brennan, Joel - DOA" <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>, "peter.barca@wisconsin.gov" <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>

主题: Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Just found it, thanks.

Get [Outlook for iOS](#)

---

From: Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>

**Sent:** Wednesday, January 30, 2019 8:39 AM

**To:** Louis Woo; quincy.tse

**Cc:** Brennan, Joel - DOA; [peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)

**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Hi Louis - Have you released this yet? I have received some inquiries & would like to refer to your response. Please let me know. - Mark

Get [Outlook for iOS](#)

---

**From:** Louis Woo <[REDACTED]>

**Sent:** Wednesday, January 30, 2019 6:19 AM

**To:** Mark Hogan; quincy.tse

**Cc:** Brennan, Joel - DOA; [peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)

**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Mark,

Thanks.

Louis

---

发件人: Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>

日期: 2019年1月30日 星期三 下午8:16

收件人: "quincy.tse" <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>

抄送: 'Louis Woo' <[REDACTED]>, "Brennan, Joel - DOA" <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>, "[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)" <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>

主题: Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Good morning, Quincy. As requested, I am forwarding your email to Joel & Peter.

Get [Outlook for iOS](#)

---

**From:** quincy.tse <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>

**Sent:** Wednesday, January 30, 2019 6:05 AM

**To:** Mark Hogan

**Cc:** 'Louis Woo'

**Subject:** Reuter's Article Regarding Foxconn's Investment in Wisconsin

Morning Mark,

As agreed in our call on Monday morning, we would like to share with you the below

reactive statement we have prepared in response to incoming media inquiries regarding an exclusive article published by Reuters about Foxconn's investment plans in Wisconsin a few hours ago.

Would you mind forwarding this email to Secretary Brennan and Secretary Barca, and cc-ing us as we do not have their email addresses?

Thanks and best regards,

Quincy

*We remain committed to the Wisconsin Valley Science and Technology Park project, the creation of 13,000 jobs, and to our long-term investment in Wisconsin. As we have previously noted, the global market environment that existed when the project was first announced has changed. As our plans are driven by those of our customers, this has necessitated the adjustment of plans for all projects, including Wisconsin. While the project's focus will be adjusted to meet these new realities, the Wisconsin project remains a priority for our company.*

*Foxconn continues to actively consider opportunities for TFT technologies in terms of maximizing the positive impact of our Wisconsin project. We are broadening the base of our investment within the State of Wisconsin far beyond what we initially planned to ensure the company and our workforce will be positioned for long-term success.*

*In addition to our consideration of plans to produce traditional products such as television sets, we are also examining ways for Wisconsin's knowledge workers to promote research and development in advanced industrial internet technologies and produce high-tech applications and solutions for industries such as education, medical and healthcare, entertainment and sports, security, and smart cities.*

*We look forward to continued investment in American talent as we build the AI 8K + 5G ecosystem we are creating in Wisconsin and the US. Further updates will be shared in due course.*

Best regards,

Quincy

**From:** [Barca, Peter W - DOR](#)  
**To:** [Hogan, Mark](#)  
**Cc:** [Brennan, Joel - DOA](#); [Bullington, Theresa M - DOR \(Teri\)](#)  
**Subject:** RE: technology  
**Date:** Wednesday, January 30, 2019 10:22:00 AM

---

Thank you for letting us know Mark and we will check on that immediately. Can you forward his email to us so that we can share the email addresses with our technology staff?

---

**From:** Mark Hogan [mailto:mark.hogan@wedc.org]  
**Sent:** Wednesday, January 30, 2019 10:15 AM  
**To:** Barca, Peter W - DOR <peter.barca@wisconsin.gov>; Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
**Cc:** Hochkammer, Debbie - DOA <Debbie.Hochkammer@wisconsin.gov>; Bullington, Theresa M - DOR (Teri) <Theresa.Bullington@wisconsin.gov>  
**Subject:** technology

Peter & Joel – Please have someone check your email filters. Louis has mentioned his emails to you are bouncing back. Thanks. - Mark

Mark R. Hogan  
Secretary & CEO  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703  
(w) 608-210-6756

Website: <http://inwisconsin.com>  
Twitter: <http://twitter.com/InWisconsin>  
Newsletters: <http://inwisconsin.com/subscribe/>



**From:** [Baldauff, Melissa - GOV](#)  
**To:** [Nilsestuen, Ryan - GOV](#); [Gau, Maggie M - GOV](#); [Brennan, Joel - DOA](#)  
**Subject:** Re: draft Foxconn statement  
**Date:** Wednesday, January 30, 2019 10:23:15 AM

---

Thanks Ryan. I was hoping "publicly" was accurate to include, glad it is. Will give Joel and Maggie some time to weigh in and then get this out.

Do we have any idea on timeline for next steps? Just want to manage press expectations on this because they will all have follow up questions.

---

**From:** Nilsestuen, Ryan - GOV  
**Sent:** Wednesday, January 30, 2019 10:21:15 AM  
**To:** Baldauff, Melissa - GOV; Gau, Maggie M - GOV; Brennan, Joel - DOA  
**Subject:** RE: draft Foxconn statement

I'm good with this and the addition. From my perspective, I don't think it pushes us to far. I'd change "article" to "development." I'd also change "previously been discussed" to "previously been discussed publicly,..."

-Ryan

---

**From:** Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Sent:** Wednesday, January 30, 2019 10:20 AM  
**To:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; Nilsestuen, Ryan - GOV <[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>  
**Subject:** Re: draft Foxconn statement

Could add this at the end if folks don't think it pushes too far right now.

Our team has been in contact with Foxconn since learning this news and will continue to monitor the project to ensure the company delivers on its promises to Wisconsin.

---

**From:** Baldauff, Melissa - GOV  
**Sent:** Wednesday, January 30, 2019 10:14:37 AM  
**To:** Gau, Maggie M - GOV; Brennan, Joel - DOA; Nilsestuen, Ryan - GOV  
**Subject:** draft Foxconn statement

The administration is in regular, weekly conversation with senior leadership at Foxconn, however, we were surprised to learn about this article. While some of the information reported today has previously been discussed, other details about the continuing evolution of this project will require further review and evaluation by our team.

The governor has always said that protecting our environment, Wisconsin taxpayers and local units of government that have already made significant investments in this project is his chief concern.

**From:** [Baldauff, Melissa - GOV](#)  
**To:** [Gau, Maggie M - GOV](#)  
**Cc:** [Nilsestuen, Ryan - GOV](#); [Brennan, Joel - DOA](#)  
**Subject:** Re: draft Foxconn statement  
**Date:** Wednesday, January 30, 2019 10:56:51 AM

---

Yes, moved that to the end.

My thought is that we may need to change our public tone at some point so it might be helpful to have kept Joel less public-facing on Foxconn with the press since he is actually doing the work. But defer to Joel on what is most strategic here.

---

**From:** Gau, Maggie M - GOV  
**Sent:** Wednesday, January 30, 2019 10:48:30 AM  
**To:** Baldauff, Melissa - GOV  
**Cc:** Nilsestuen, Ryan - GOV; Brennan, Joel - DOA  
**Subject:** Re: draft Foxconn statement

I'm fine with either - Joel, what do you prefer?

Also can we move environment to after taxpayers and local government?

Otherwise I'm good to go.

Sent from my iPhone

On Jan 30, 2019, at 10:45 AM, Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)> wrote:

Also, are we OK with this statement coming from me, or is it better to come from Joel?

---

**From:** Baldauff, Melissa - GOV  
**Sent:** Wednesday, January 30, 2019 10:37:33 AM  
**To:** Nilsestuen, Ryan - GOV; Brennan, Joel - DOA  
**Cc:** Gau, Maggie M - GOV  
**Subject:** Re: draft Foxconn statement

With edits incorporated:

"The administration is in regular, weekly conversation with senior leadership at Foxconn, however, we were surprised to learn about this development.

"While some of the information reported today has been previously reported publicly, other details about the continuing evolution of this project will require further review and evaluation by our team. Our team has been in contact with

Foxconn since learning this news and will continue to monitor the project to ensure the company delivers on its promises to Wisconsin.

“The governor has always said that protecting our environment, Wisconsin taxpayers and local units of government that have already made significant investments in this project is his chief concern.

“In the coming weeks, the Evers Administration will continue to commit time, resources and personnel to ensure that the interests of Wisconsin workers and taxpayers are protected and promoted by our approach to the Foxconn project.”

---

**From:** Nilsestuen, Ryan - GOV  
**Sent:** Wednesday, January 30, 2019 10:34:41 AM  
**To:** Brennan, Joel - DOA  
**Cc:** Baldauff, Melissa - GOV; Gau, Maggie M - GOV  
**Subject:** RE: draft Foxconn statement

I like that better. -Ryan

---

**From:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Sent:** Wednesday, January 30, 2019 10:30 AM  
**To:** Nilsestuen, Ryan - GOV <[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>  
**Cc:** Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>; Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>  
**Subject:** Re: draft Foxconn statement

Concur with Ryan's suggestions. Might say “previously reported publicly” instead of discussed.

This is similar to your conclusion, but I think we need something at the end:

In the coming weeks, the Evers Administration will continue to commit time, resources and personnel to ensure that the interests of Wisconsin workers and taxpayers are protected and promoted by our approach to the Foxconn project.

Sent from my iPhone

On Jan 30, 2019, at 10:21 AM, Nilsestuen, Ryan - GOV  
<[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)> wrote:

I'm good with this and the addition. From my perspective, I don't think it pushes us to far. I'd change “article” to “development.” I'd also change



“previously been discussed” to “previously been discussed publicly,...”

-Ryan

---

**From:** Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Sent:** Wednesday, January 30, 2019 10:20 AM  
**To:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; Nilsestuen, Ryan - GOV <[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>  
**Subject:** Re: draft Foxconn statement

Could add this at the end if folks don't think it pushes too far right now.

Our team has been in contact with Foxconn since learning this news and will continue to monitor the project to ensure the company delivers on its promises to Wisconsin.

---

**From:** Baldauff, Melissa - GOV  
**Sent:** Wednesday, January 30, 2019 10:14:37 AM  
**To:** Gau, Maggie M - GOV; Brennan, Joel - DOA; Nilsestuen, Ryan - GOV  
**Subject:** draft Foxconn statement

The administration is in regular, weekly conversation with senior leadership at Foxconn, however, we were surprised to learn about this article. While some of the information reported today has previously been discussed, other details about the continuing evolution of this project will require further review and evaluation by our team.

The governor has always said that protecting our environment, Wisconsin taxpayers and local units of government that have already made significant investments in this project is his chief concern.

Preston

**From:** [Brennan, Joel - DOA](#)  
**To:** [Baldauff, Melissa - GOV](#)  
**Cc:** [Gau, Maggie M - GOV](#); [Nilsestuen, Ryan - GOV](#)  
**Subject:** Re: draft Foxconn statement  
**Date:** Wednesday, January 30, 2019 11:43:05 AM

---

Discussions have been ongoing since the Governor took office about arranging a personal meeting between Governor Evers and Chairman Gou. I wouldn't respond to the idea that the topic is about changing aspects of the deal.

Sent from my iPhone

On Jan 30, 2019, at 11:38 AM, Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)> wrote:

Another piece from the Reuters article that reporters are asking about is a comment from Terry Gou that he wants to meet with the governor. They want to know if we have plans to meet.

"Foxconn CEO Gou plans to meet with Wisconsin's new Democratic governor, Tony Evers, a past critic of the deal, later this year to discuss modifications of the agreement, according to the source familiar with the company's thinking."

---

**From:** Baldauff, Melissa - GOV  
**Sent:** Wednesday, January 30, 2019 11:35:13 AM  
**To:** Brennan, Joel - DOA; Gau, Maggie M - GOV  
**Cc:** Nilsestuen, Ryan - GOV  
**Subject:** Re: draft Foxconn statement

Mark is good with this.

---

**From:** Baldauff, Melissa - GOV  
**Sent:** Wednesday, January 30, 2019 11:25:54 AM  
**To:** Brennan, Joel - DOA; Gau, Maggie M - GOV  
**Cc:** Nilsestuen, Ryan - GOV  
**Subject:** Re: draft Foxconn statement

I will call him right now.

---

**From:** Brennan, Joel - DOA  
**Sent:** Wednesday, January 30, 2019 11:18:05 AM  
**To:** Gau, Maggie M - GOV  
**Cc:** Baldauff, Melissa - GOV; Nilsestuen, Ryan - GOV  
**Subject:** Re: draft Foxconn statement

Melissa -

Mark indicated he was going to have something to go out by noon and would share a draft with you before that. You should call him and get his draft as it stands now. They may have some differences, which is fine. What we don't want is something where his says this is no surprise and we say we were surprised. You can make sure the statements aren't in direct contrast in terms of exact language.

Sent from my iPhone

On Jan 30, 2019, at 11:08 AM, Gau, Maggie M - GOV  
<[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)> wrote:

Agree with Melissa - we need to get this out but I also think if we get it out, she should follow up with WEDC ASAP. So they know what we said before they say what they're saying. I think we know what they're going to say and there is going to be differences between the two - but we can't compromise here.

Sent from my iPhone

On Jan 30, 2019, at 11:01 AM, Baldauff, Melissa - GOV  
<[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)> wrote:

Great. Will we see the WEDC statement before then? I would really like our statement out asap because we have a lot of media inquiries and constituent contacts. Also our partners are looking for message guidance from the governor.

---

**From:** Brennan, Joel - DOA  
**Sent:** Wednesday, January 30, 2019 10:59:12 AM  
**To:** Gau, Maggie M - GOV  
**Cc:** Baldauff, Melissa - GOV; Nilsestuen, Ryan - GOV  
**Subject:** Re: draft Foxconn statement

I think coming from me might be best. Also, WEDC is likely doing their own statement to be released by noon, and we should see that before we release ours to ensure

they are not markedly different. Hogan will send to us.

Sent from my iPhone

On Jan 30, 2019, at 10:48 AM, Gau, Maggie M - GOV  
<[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)> wrote:

I'm fine with either - Joel, what do you prefer?

Also can we move environment to after taxpayers and local government?

Otherwise I'm good to go.

Sent from my iPhone

On Jan 30, 2019, at 10:45 AM, Baldauff, Melissa - GOV  
<[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)> wrote:

Also, are we OK with this statement coming from me, or is it better to come from Joel?

---

**From:** Baldauff, Melissa - GOV  
**Sent:** Wednesday, January 30, 2019 10:37:33 AM  
**To:** Nilsestuen, Ryan - GOV; Brennan, Joel - DOA  
**Cc:** Gau, Maggie M - GOV  
**Subject:** Re: draft Foxconn statement

With edits incorporated:

"The administration is in regular, weekly conversation with senior leadership at Foxconn, however, we were surprised to learn about this

development.

“While some of the information reported today has been previously reported publicly, other details about the continuing evolution of this project will require further review and evaluation by our team. Our team has been in contact with Foxconn since learning this news and will continue to monitor the project to ensure the company delivers on its promises to Wisconsin.

“The governor has always said that protecting our environment, Wisconsin taxpayers and local units of government that have already made significant investments in this project is his chief concern.

“In the coming weeks, the Evers Administration will continue to commit time, resources and personnel to ensure that the interests of Wisconsin workers and taxpayers are protected and promoted by our approach to the Foxconn project.”

---

**From:** Nilsestuen, Ryan - GOV

**Sent:** Wednesday, January 30, 2019 10:34:41 AM

**To:** Brennan, Joel - DOA

**Cc:** Baldauff, Melissa - GOV; Gau, Maggie M - GOV

**Subject:** RE: draft Foxconn

statement

I like that better. -Ryan

---

**From:** Brennan, Joel - DOA  
<[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Sent:** Wednesday, January 30,  
2019 10:30 AM  
**To:** Nilsestuen, Ryan - GOV  
<[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>  
**Cc:** Baldauff, Melissa - GOV  
<[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>;  
Gau, Maggie M - GOV  
<[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>  
**Subject:** Re: draft Foxconn  
statement

Concur with Ryan's suggestions.  
Might say "previously reported  
publicly" instead of discussed.

This is similar to your conclusion,  
but I think we need something at  
the end:

In the coming weeks, the Evers  
Administration will continue to  
commit time, resources and  
personnel to ensure that the  
interests of Wisconsin workers  
and taxpayers are protected and  
promoted by our approach to the  
Foxconn project.

Sent from my iPhone

On Jan 30, 2019, at 10:21 AM,  
Nilsestuen, Ryan - GOV  
<[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>  
wrote:

I'm good with this  
and the addition.  
From my  
perspective, I don't

think it pushes us to  
far. I'd change  
"article" to  
"development." I'd  
also change  
"previously been  
discussed" to  
"previously been  
discussed publicly,..."

-Ryan

---

**From:** Baldauff,  
Melissa - GOV  
<[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Sent:** Wednesday,  
January 30, 2019  
10:20 AM  
**To:** Gau, Maggie M -  
GOV  
<[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>;  
Brennan, Joel - DOA  
<[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>;  
Nilsestuen, Ryan -  
GOV  
<[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>  
**Subject:** Re: draft  
Foxconn statement

Could add this at  
the end if folks  
don't think it  
pushes too far right  
now.

Our team has been  
in contact with  
Foxconn since  
learning this news  
and will continue  
to monitor  
the project to  
ensure the



company delivers  
on its promises to  
Wisconsin.

---

**From:** Baldauff,  
Melissa - GOV  
**Sent:** Wednesday,  
January 30, 2019  
10:14:37 AM  
**To:** Gau, Maggie M -  
GOV; Brennan, Joel -  
DOA; Nilsestuen,  
Ryan - GOV  
**Subject:** draft  
Foxconn statement

The administration  
is in regular, weekly  
conversation with  
senior leadership at  
Foxconn, however,  
we were surprised  
to learn about this  
article. While some  
of the information  
reported today  
has previously  
been discussed,  
other details about  
the continuing  
evolution of this  
project will require  
further review and  
evaluation by our  
team.

The governor has  
always said that  
protecting our  
environment,  
Wisconsin  
taxpayers and local

units of  
government that  
have already made  
significant  
investments in this  
project is his chief  
concern.

**From:** [Mark Hogan](#)  
**To:** [Baldauff, Melissa - GOV](#); [Brennan, Joel - DOA](#)  
**Cc:** [Lietz, Kelly - WEDC](#)  
**Subject:** misc  
**Date:** Wednesday, January 30, 2019 12:07:04 PM  
**Attachments:** [DRAFT - WEDC Response to 013019 Reuters Story.docx](#)

---

Hi Melissa – Please review and respond. Thanks. - Mark

Mark R. Hogan  
Secretary & CEO  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703  
(w) 608-210-6756

Website: <http://inwisconsin.com>  
Twitter: <http://twitter.com/InWisconsin>  
Newsletters: <http://inwisconsin.com/subscribe/>



## **APPROVED RESPONSE TO REUTERS JANUARY 30, 2019, STORY ON FOXCONN'S WISCONSIN INVESTMENT**

### **Statement from Wisconsin Economic Development Corporation Secretary & CEO Mark R. Hogan:**

“Over the past 45 years, Foxconn’s success has been based on the company’s ability to foresee and adapt to technological advancements. Foxconn’s long-term success both globally and within Wisconsin is centered around the alignment of its business model with ever-changing global economic conditions, including evolving customer demands.

WEDC’s performance-based contract with Foxconn provides the company the flexibility to make these business decisions, and at the same time, protects Wisconsin’s taxpayers. As has been reported, Foxconn will not qualify for tax credits until, at the earliest, 2020, and then only if the company meets its annual job creation and capital investment requirements. Our ongoing discussions with company officials reflect Foxconn’s continued commitment to the State of Wisconsin.”

**From:** [Mark Hogan](#)  
**To:** [Baldauff, Melissa - GOV](#); [Brennan, Joel - DOA](#)  
**Cc:** [Lietz, Kelly - WEDC](#)  
**Subject:** RE: misc  
**Date:** Wednesday, January 30, 2019 12:13:39 PM

---

Thank you.

---

**From:** Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Sent:** Wednesday, January 30, 2019 12:13 PM  
**To:** Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>; Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Cc:** Kelly Lietz <[kelly.lietz@wedc.org](mailto:kelly.lietz@wedc.org)>  
**Subject:** Re: misc

Good by me, thank you.

---

**From:** Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>  
**Sent:** Wednesday, January 30, 2019 12:06:55 PM  
**To:** Baldauff, Melissa - GOV; Brennan, Joel - DOA  
**Cc:** Lietz, Kelly - WEDC  
**Subject:** misc

Hi Melissa – Please review and respond. Thanks. - Mark

Mark R. Hogan  
Secretary & CEO  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703  
(w) 608-210-6756

Website: <http://inwisconsin.com>  
Twitter: <http://twitter.com/InWisconsin>  
Newsletters: <http://inwisconsin.com/subscribe/>



**From:** [Tia Torhorst](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** Fwd: Press Release: Secretary-designee Joel Brennan Responds to Foxconn Statement  
**Date:** Wednesday, January 30, 2019 12:25:11 PM

---

Begin forwarded message:

**From:** "Gov Evers Press" <[GovPress@evers.wi.gov](mailto:GovPress@evers.wi.gov)>  
**Date:** January 30, 2019 at 12:10:55 PM CST  
**To:** [REDACTED]  
**Subject:** Press Release: Secretary-designee Joel Brennan Responds to Foxconn Statement  
**Reply-To:** [GovPress@evers.wi.gov](mailto:GovPress@evers.wi.gov)

Office of Governor Tony Evers



**FOR IMMEDIATE RELEASE:** January 30, 2019  
Contact: [GovPress@wisconsin.gov](mailto:GovPress@wisconsin.gov) or 608-219-7443

## Secretary-designee Joel Brennan Responds to Foxconn Statement

MADISON -- Following is a statement from Wisconsin Department of Administration Secretary-designee Joel Brennan in response to recent developments in the Foxconn project:

“The administration is in regular, weekly communication with senior leadership at Foxconn, however, we were surprised to learn about this development.

“While some of the information reported today has been previously reported publicly, other details about the continuing evolution of this project will require further review and evaluation by our team. Our team has been in contact with Foxconn since learning this news and will continue to monitor the project to ensure the company delivers on its promises to the people of Wisconsin.

“The governor has always said that protecting Wisconsin taxpayers, the local communities that have already made significant investments in this project, and our environment are his chief concerns.

“In the coming weeks, the Evers Administration will continue to commit time, resources, and personnel to ensure that the interests of Wisconsin workers and taxpayers are protected and promoted by our approach to the Foxconn project.”

###

---

Office of the Governor ♦ 115 East Capitol, Madison, WI 53702  
Press Office: (608) 219-7443 ♦ Email: [GovPress@wisconsin.gov](mailto:GovPress@wisconsin.gov)  
<https://evers.wi.gov> ♦ [Unsubscribe](#)

**From:** [Mark Hogan](#)  
**To:** [Jenny Trick](#); [Brennan, Joel - DOA](#)  
**Cc:** [Claude Lois](#); [Jonathan Delagrave](#); [Cory Mason](#)  
**Subject:** RE: Reuters Article  
**Date:** Wednesday, January 30, 2019 12:35:36 PM

---

Hi Jenny – Here is WEDC’s response to the Reuter’s article. This has been released to various media outlets who have requested a comment. Please call me if you have questions. – Mark

## **APPROVED RESPONSE TO REUTERS JANUARY 30, 2019, STORY ON FOXCONN’S WISCONSIN INVESTMENT**

### **Statement from Wisconsin Economic Development Corporation Secretary & CEO Mark R. Hogan:**

“Over the past 45 years, Foxconn’s success has been based on the company’s ability to foresee and adapt to technological advancements. Foxconn’s long-term success both globally and within Wisconsin is centered around the alignment of its business model with ever-changing global economic conditions, including evolving customer demands.

WEDC’s performance-based contract with Foxconn provides the company the flexibility to make these business decisions, and at the same time, protects Wisconsin’s taxpayers. As has been reported, Foxconn will not qualify for tax credits until, at the earliest, 2020, and then only if the company meets its annual job creation and capital investment requirements. Our ongoing discussions with company officials reflect Foxconn’s continued commitment to the State of Wisconsin.”

**From:** Jenny Trick <jtrick@rcedc.org>  
**Sent:** Wednesday, January 30, 2019 7:45 AM  
**To:** Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
**Cc:** Mark Hogan <mark.hogan@wedc.org>; Claude Lois <CLois@mtpleasantwi.gov>; Jonathan Delagrave <Jonathan.Delagrave@racinecounty.com>; Cory Mason <cory.mason@cityofracine.org>  
**Subject:** Reuters Article

Secretary Brennan,

I wanted to make sure you were aware of this story and our request to the company for more information specific to manufacturing in Racine County. As you may know, infrastructure has been planned and is in the process of being installed to support the proposed water and wastewater needs of the company's manufacturing operations.

Our communications team has informed us that the Milwaukee Journal Sentinel just released the story as well.

We have sought information from the leadership specific to manufacturing infrastructure and hope to hear back from them soon. We will share this information with you. At this time, we simply wanted to keep you apprised of what we know at this time.

Thank you,

Jenny Trick, Executive Director



Racine County Economic Development Corporation  
2320 Renaissance Boulevard  
Sturtevant, WI 53177  
T: 00+1.262.898.7424  
M: 00+1.262.994.8950  
[LinkedIn](#)  
[www.RCEDC.org](http://www.RCEDC.org)

Questions on Foxconn? [Foxconn In Racine County](#)  
**Invest in Racine County's Future: [Invest in RCEDC](#)**



**From:** [WEDC Board](#)  
**Subject:** LAB Letter for the WEDC Board  
**Date:** Wednesday, January 30, 2019 12:47:19 PM  
**Attachments:** [image013.png](#)  
[image014.png](#)  
[image015.png](#)  
[image016.png](#)  
[image017.png](#)  
[LAC LAB Letter 01312019 - Signed.pdf](#)

---

Good Afternoon WEDC Board Members,

This morning, WEDC timely provided its update to Joint Legislative Audit Committee on the status of its efforts to implement the Legislative Audit Bureau recommendations from the December 2018 evaluation of the Electronic and Information Technology Manufacturing Zone program. A copy of that response has been provided in this email. Please let me know if you have any questions. Thanks!

Best,

Erika Julsrud  
Assistant to the Chief Legal Officer and Board of Directors  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703

Ph: 608.210.6859



Website: <http://inwisconsin.com>  
Newsletters: <http://inwisconsin.com/subscribe/>





Mark R. Hogan  
Secretary and CEO

January 30, 2019

Senator Robert Cowles  
118 South - State Capitol  
Madison, WI 53707

Representative Samantha Kerkman  
315 North - State Capitol  
Madison, WI 53707

Dear Senator Cowles and Representative Kerkman:

The Legislative Audit Bureau's (LAB) Report 18-18 recommended the Wisconsin Economic Development Corporation (WEDC) provide a status to the Joint Legislative Audit Committee by January 31, 2019, on WEDC's efforts to implement LAB's recommendations contained within the report.

Enacted in September 2017, Wisconsin Act 58 created the Electronics and Information Technology Manufacturing Zone ("EITMZ") which provided the statutory guidelines for WEDC's contract with Foxconn. Act 58 also required the LAB to annually evaluate, for five years, WEDC's process for verifying information submitted by Foxconn, including whether WEDC is adhering to statutory and contractual requirements when verifying tax credits. LAB's Report 18-18 was issued in December 2018 and it represents LAB's first review as required by Act 58.

LAB's Report 18-18 indicated WEDC's written procedures allowed WEDC to award program tax credits for "any employee that does not live in Wisconsin" as long as these employees are paid in the zone. LAB indicated these written procedures "do not comply with (the Act 58) statutes or WEDC's Foxconn contract because they allow WEDC to award program tax credits for the wages of employees who do not perform services in Wisconsin."

To address this issue, LAB recommended WEDC:

- (1) "modify its written procedures to require it to award tax credits under the EITMZ program only for the wages of employees who perform services in Wisconsin";
- (2) "provide these modified procedures to its governing board"; and
- (3) "report to the Joint Legislative Audit Committee by January 31, 2019, on the status of its efforts to implement these recommendations."

WEDC has modified its written procedures to align with LAB's recommendations and these recommended changes were reviewed and accepted by WEDC's Board of Directors at its January 29, 2019 meeting.

We appreciate the opportunity to respond to LAB's Report 18-18. Continuous improvement efforts are incorporated into all areas of WEDC's operations and LAB's recommendations, along with WEDC's responses, are an important part of these efforts.

If you have any questions or would like any additional information, please contact me directly.

Sincerely,



**From:** [Grinde, Kirsten - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#); [Torhorst, Tia S - DOA](#)  
**Subject:** FW: Confidential: Moody's Draft Research for your review  
**Date:** Wednesday, January 30, 2019 1:48:25 PM  
**Attachments:** [20190130\\_123248.pdf](#)  
[image003.png](#)

---

FYI. Please note confidentiality until Moody's release.

---

**From:** Erdman, David R - DOA <David.Erdman@wisconsin.gov>  
**Sent:** Wednesday, January 30, 2019 1:38 PM  
**To:** Pahnke, Brian D - DOA <briand.pahnke@wisconsin.gov>; Grinde, Kirsten - DOA <Kirsten.Grinde@wisconsin.gov>  
**Cc:** Cook, Tristan - DOA <tristan.cook1@wisconsin.gov>  
**Subject:** FW: Confidential: Moody's Draft Research for your review

FYI – Attached is a draft release that Moody's is planning to release today re: job numbers related to Foxconn project and financing in Mount Pleasant/Racine County. The attached is confidential until so released.



**DAVID ERDMAN** | Capital Finance Director  
Department of Administration  
Division of Executive Budget and Finance  
[David.Erdman@wisconsin.gov](mailto:David.Erdman@wisconsin.gov)  
[doa.wi.gov/CapitalFinance](http://doa.wi.gov/CapitalFinance)  
Direct: (608) 267-0374

**From:** [Joshua.Grundleger@moodys.com](mailto:Joshua.Grundleger@moodys.com) <[Joshua.Grundleger@moodys.com](mailto:Joshua.Grundleger@moodys.com)>  
**Sent:** Wednesday, January 30, 2019 11:33 AM  
**To:** Erdman, David R - DOA <[David.Erdman@wisconsin.gov](mailto:David.Erdman@wisconsin.gov)>  
**Cc:** [natalie.claes@moodys.com](mailto:natalie.claes@moodys.com); [katie.anthony@moodys.com](mailto:katie.anthony@moodys.com)  
**Subject:** Confidential: Moody's Draft Research for your review

Dear David:

Attached please find draft research that Moody's Investors Service (MIS) intends to publish. We are sending you this draft to give you the opportunity to identify, with specificity, any factual errors and/or inadvertent disclosure of confidential information regarding your organization or transaction. MIS retains ultimate editorial control over the form and content of all its publications, and will only consider comments that bear on the factual accuracy or confidentiality of the information in the draft research.

Please note that this draft research is strictly confidential and constitutes the valuable

intellectual property of MIS.

You may not disclose it to any other person except:

- (i) to your legal counsel acting in their capacity as such;
- (ii) to your other authorized agents acting in their capacity as such; and
- (iii) as required by law or regulation.

Please respond with any comments you have by Jan-30-2019, 4:30pm (ET).

Regards,

Joshua Grundleger  
Analyst  
Moody's Investors Service, Inc.  
+1.212.553.1791

Doc ID: 1159210

-----  
Moody's monitors email communications through its networks for regulatory compliance purposes and to protect its customers, employees and business and where allowed to do so by applicable law. The information contained in this e-mail message, and any attachment thereto, is confidential and may not be disclosed without our express permission. If you are not the intended recipient or an employee or agent responsible for delivering this message to the intended recipient, you are hereby notified that you have received this message in error and that any review, dissemination, distribution or copying of this message, or any attachment thereto, in whole or in part, is strictly prohibited. If you have received this message in error, please immediately notify us by telephone, fax or e-mail and delete the message and all of its attachments. Every effort is made to keep our network free from viruses. You should, however, review this e-mail message, as well as any attachment thereto, for viruses. We take no responsibility and have no liability for any computer virus which may be transferred via this e-mail message.  
-----

## SECTOR COMMENT

30 January 2019

✓ Rate this Research

### Analyst Contacts

Katie Anthony +1.312.706.9952  
 Associate Lead Analyst  
 katie.anthony@moodys.com

Natalie Claes +1.312.706.9973  
 Associate Lead Analyst  
 natalie.claes@moodys.com

Joshua Grundleger +1.212.553.1791  
 Analyst  
 joshua.grundleger@moodys.com

### CLIENT SERVICES

Americas 1-212-553-1653  
 Asia Pacific 852-3551-3077  
 Japan 81-3-5408-4100  
 EMEA 44-20-7772-5454

State and local government - Wisconsin

## Foxconn's missed job creation target is credit negative for Mount Pleasant, Racine County and Wisconsin

On 17 January, electronics manufacturer Foxconn announced it had missed the first job creation target related to the investment and incentive agreement it entered last year with the state of [Wisconsin](#) (Aa1 stable) and some of its local governments. Despite [ongoing investment in facilities and properties throughout the state](#), Foxconn created only 178 of the minimum 260 jobs needed to receive the first round of state tax credits, about \$9.5 million. The missed target highlights the project's risks to [Racine County](#) (Aa2 negative) and the village of [Mount Pleasant](#) (Aa3 negative), given their exposure to upfront expenditures and bonding that support Foxconn's project. The state, while considerably protected given the contingent nature of its support, is also exposed to project failure.

The missed target contrasts the pace at which Foxconn continues construction on the largest economic development project in Wisconsin. The company has completed a 120,000 square foot facility in Mount Pleasant, as well as purchased properties within the cities of [Eau Claire](#) (Aa1), [Green Bay](#) (Aa2 negative) and [Milwaukee](#) (A1 stable). Despite the rapid increase in their footprint across the state, Foxconn's employment figures lag behind expectations.

While the local incentives are not tied to job creation targets, the various local governments providing them have already begun large-scale preparations for an influx of new residents and workers. To incentivize Foxconn, Mount Pleasant created an industrial tax increment district (TID), with both the village and Racine County agreeing to make substantial upfront investment in infrastructure and land acquisition. In return, Foxconn is expected to make up to a \$10 billion private investment statewide over a six-year period. Under its developer agreement with the local municipalities, beginning in 2022, Foxconn must make minimum tax payments regardless of the project's completion status. This minimum payment was sized by the village to cover projected debt service payments.

Over 70% of Racine County's outstanding debt consists of short-term bond anticipation notes (BANs) related to the Foxconn project. All the short-term debt is set to mature in December 2020. Ultimately, this debt is expected to be taken out with long-term general obligation bonds, with debt service to be paid with special assessment payments directly tied to the Foxconn development. Relative to operating revenues and tax base, Racine County's overall debt is more muted in comparison to the Village of Mount Pleasant's obligations. Still, both municipalities carry significant debt burdens with repayment hinging on Foxconn's success.



The state is somewhat protected by the contingent nature of its support: tax incentives based on job creation and a moral obligation pledge on \$125.1 million in bonds issued by Mount Pleasant. Wisconsin nominally benefits from not having to pay the tax credit if job targets are not met. However, the state ultimately wants the economic development that Foxconn's success could bring, and a substantial change in the project from agreed targets could increase pressures for increased state involvement. Additionally, clawback provisions cannot be invoked until 2023, leaving the state exposed during the initial phases of development.

If the Foxconn project fails to generate sufficient economic growth, and Mount Pleasant has to draw on the state's moral obligation, the village will be required to repay the state. Mount Pleasant, however, may be unable to generate sufficient revenues to do so if the Foxconn project significantly fails to meet targets. Additionally, although Wisconsin has not made any explicit promises to support other Foxconn-related debt, the state may decide to assist municipalities in the event of project failure given the project's high-profile nature and the associated political realities.

Foxconn originally said it could bring up to 13,000 jobs to Wisconsin, but has been lowering expectations, particularly given continual changes in the scope of the project. Foxconn has indicated it may change the type of products that will be manufactured in Wisconsin or reorient the facility's focus from manufacturing to research. Its agreement with the state requires only a minimum of 10,400 jobs to receive a sizable portion of the incentive package: roughly \$1.1 billion in tax credits. Were it to hit the maximum job target of 13,000, it would stand to receive the full incentive package: \$2.85 billion. Notably, Foxconn could carry forward the unearned \$9.5 million tax credit and still collect the entire amount were it to create a total of 2,080 jobs by the close of 2019.

### Moody's related publications

» **Issuer Comment:** [Incentive package lures Foxconn to Wisconsin and hedges risk](#), 28 July 2017

This publication does not announce a credit rating action. For any credit ratings referenced in this publication, please see the ratings tab on the issuer/entity page on [www.moody's.com](http://www.moody's.com) for the most updated credit rating action information and rating history.

© 2019 Moody's Corporation, Moody's Investors Service, Inc., Moody's Analytics, Inc. and/or their licensors and affiliates (collectively, "MOODY'S"). All rights reserved.

CREDIT RATINGS ISSUED BY MOODY'S INVESTORS SERVICE, INC. AND ITS RATINGS AFFILIATES ("MIS") ARE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES, AND MOODY'S PUBLICATIONS MAY INCLUDE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES. MOODY'S DEFINES CREDIT RISK AS THE RISK THAT AN ENTITY MAY NOT MEET ITS CONTRACTUAL FINANCIAL OBLIGATIONS AS THEY COME DUE AND ANY ESTIMATED FINANCIAL LOSS IN THE EVENT OF DEFAULT OR DOWNRATING. SEE MOODY'S RATING SYMBOLS AND DEFINITIONS PUBLICATION FOR INFORMATION ON THE TYPES OF CONTRACTUAL FINANCIAL OBLIGATIONS ADDRESSED BY MOODY'S RATINGS. CREDIT RATINGS DO NOT ADDRESS ANY OTHER RISK, INCLUDING BUT NOT LIMITED TO: LIQUIDITY RISK, MARKET VALUE RISK, OR PRICE VOLATILITY. CREDIT RATINGS AND MOODY'S OPINIONS INCLUDED IN MOODY'S PUBLICATIONS ARE NOT STATEMENTS OF CURRENT OR HISTORICAL FACT. MOODY'S PUBLICATIONS MAY ALSO INCLUDE QUANTITATIVE MODEL-BASED ESTIMATES OF CREDIT RISK AND RELATED OPINIONS OR COMMENTARY PUBLISHED BY MOODY'S ANALYTICS, INC. CREDIT RATINGS AND MOODY'S PUBLICATIONS DO NOT CONSTITUTE OR PROVIDE INVESTMENT OR FINANCIAL ADVICE, AND CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT AND DO NOT PROVIDE RECOMMENDATIONS TO PURCHASE, SELL, OR HOLD PARTICULAR SECURITIES. NEITHER CREDIT RATINGS NOR MOODY'S PUBLICATIONS COMMENT ON THE SUITABILITY OF AN INVESTMENT FOR ANY PARTICULAR INVESTOR. MOODY'S ISSUES ITS CREDIT RATINGS AND PUBLISHES MOODY'S PUBLICATIONS WITH THE EXPECTATION AND UNDERSTANDING THAT EACH INVESTOR WILL, WITH DUE CARE, MAKE ITS OWN STUDY AND EVALUATION OF EACH SECURITY THAT IS UNDER CONSIDERATION FOR PURCHASE, HOLDING, OR SALE.

MOODY'S CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY RETAIL INVESTORS AND IT WOULD BE RECKLESS AND INAPPROPRIATE FOR RETAIL INVESTORS TO USE MOODY'S CREDIT RATINGS OR MOODY'S PUBLICATIONS WHEN MAKING AN INVESTMENT DECISION. IF IN DOUBT YOU SHOULD CONTACT YOUR FINANCIAL OR OTHER PROFESSIONAL ADVISER. ALL INFORMATION CONTAINED HEREIN IS PROTECTED BY LAW, INCLUDING BUT NOT LIMITED TO, COPYRIGHT LAW, AND NONE OF SUCH INFORMATION MAY BE COPIED OR OTHERWISE REPRODUCED, REPACKAGED, FURTHER TRANSMITTED, TRANSFERRED, DISSEMINATED, REDISTRIBUTED OR RESOLD, OR STORED FOR SUBSEQUENT USE FOR ANY SUCH PURPOSE, IN WHOLE OR IN PART, IN ANY FORM OR MANNER OR BY ANY MEANS WHATSOEVER, BY ANY PERSON WITHOUT MOODY'S PRIOR WRITTEN CONSENT.

CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY ANY PERSON AS A BENCHMARK. THAT TERM IS DEFINED FOR REGULATORY PURPOSES AND MUST NOT BE USED IN ANY WAY THAT COULD RESULT IN THEM BEING CONSIDERED A BENCHMARK.

All information contained herein is obtained by MOODY'S from sources believed by it to be accurate and reliable. Because of the possibility of human or mechanical error as well as other factors, however, all information contained herein is provided "AS IS" without warranty of any kind. MOODY'S adopts all necessary measures so that the information it uses in assigning a credit rating is of sufficient quality and from sources MOODY'S considers to be reliable, including, when appropriate, independent third-party sources. However, MOODY'S is not an auditor and cannot in every instance independently verify or validate information received in the rating process or in preparing the Moody's publications.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability to any person or entity for any indirect, special, consequential, or incidental losses or damages whatsoever arising from or in connection with the information contained herein or the use of or inability to use any such information, even if MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers is advised in advance of the possibility of such losses or damages, including but not limited to: (a) any loss of present or prospective profits or (b) any loss or damage arising where the relevant financial instrument is not the subject of a particular credit rating assigned by MOODY'S.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability for any direct or compensatory losses or damages caused to any person or entity, including but not limited to by a negligent act (but excluding fraud, willful misconduct or any other type of liability that, for the avoidance of doubt, by law cannot be excluded) on the part of, or a negligent act with or beyond the control of, MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers, arising from or in connection with the information contained herein or the use of or inability to use any such information.

NO WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY, TIMELINESS, COMPLETENESS, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE OF ANY CREDIT RATING OR OTHER OPINION OR INFORMATION IS GIVEN OR MADE BY MOODY'S IN ANY FORM OR MANNER WHATSOEVER.

Moody's Investors Service, Inc., a wholly-owned credit rating agency subsidiary of Moody's Corporation ("MCO"), hereby discloses that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by Moody's Investors Service, Inc. have, prior to assignment of any rating, agreed to pay to Moody's Investors Service, Inc. for rating opinions and services rendered by it fees ranging from \$1,000 to approximately \$2,700,000. MCO and MIS also maintain policies and procedures to address the independence of MIS rating and rating processes. Information regarding certain affiliations that may exist between directors of MCO and rated entities, and between entities who hold ratings from MIS and have also publicly reported to the SEC an ownership interest in MCO of more than 5%, is posted annually at [www.moody.com](http://www.moody.com) under the heading "Investor Relations — Corporate Governance — Director and Shareholder Affiliation Policy."

Additional terms for Australia only: Any publication into Australia of this document is pursuant to the Australian Financial Services License of MOODY'S affiliate, Moody's Investors Service Pty Limited ABN 61 003 399 657 AFSL 336 69 and/or Moody's Analytics Australia Pty Ltd ABN 94 105 136 972 AFSL 383569 (as applicable). This document is intended to be provided only to "wholesale clients" within the meaning of section 761G of the Corporations Act 2001. By continuing to access this document from within Australia, you represent to MOODY'S that you are, or are accessing the document as a representative of, a "wholesale client" and that neither you nor the entity you represent will directly or indirectly disseminate this document or its contents to "retail clients" within the meaning of section 761G of the Corporations Act 2001. MOODY'S credit rating is an opinion as to the creditworthiness of a debt obligation of the issuer, not on the equity securities of the issuer or any form of security that is available to retail investors.

Additional terms for Japan only: Moody's Japan K.K. ("MJKK") is a wholly-owned credit rating agency subsidiary of Moody's Group Japan G.K., which is wholly-owned by Moody's Overseas Holdings Inc., a wholly-owned subsidiary of MCO. Moody's SF Japan K.K. ("MSFJ") is a wholly-owned credit rating agency subsidiary of MJKK. MSFJ is not a Nationally Recognized Statistical Rating Organization ("NRSRO"). Therefore, credit ratings assigned by MSFJ are Non-NRSRO Credit Ratings. Non-NRSRO Credit Ratings are assigned by an entity that is not a SRO and, consequently, the rated obligation will not qualify for certain types of treatment under U.S. laws. MJKK and MSFJ are credit rating agencies registered with the Japan Financial Services Agency and their registration numbers are FSA Commissioner (Ratings) No. 2 and 3 respectively.

MJKK or MSFJ (as applicable) hereby disclose that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by MJKK or MSFJ (as applicable) have, prior to assignment of any rating, agreed to pay to MJKK or MSFJ (as applicable) for ratings opinions and services rendered by it fees ranging from JPY125,000 to approximately JPY250,000,000.

MJKK and MSFJ also maintain policies and procedures to address Japanese regulatory requirements.

REPORT NUMBER

1159210

## CLIENT SERVICES

Americas	1-212-553-1653
Asia Pacific	852-3551-3077
Japan	81-3-5408-4100
EMEA	44-20-7772-5454

DRAFT-CONFIDENTIAL



**From:** [WEDC Board](#)  
**Subject:** Reuters Article on Foxconn  
**Date:** Wednesday, January 30, 2019 2:01:58 PM  
**Attachments:** [image013.png](#)  
[image014.png](#)  
[image015.png](#)  
[image016.png](#)  
[image017.png](#)  
[WEDC Response to 013019 Reuters Story.pdf](#)

---

Good Afternoon WEDC Board Members,

Earlier today, Reuters published the accompanying article about Foxconn's investment in Wisconsin. The article, as well as Foxconn's response is linked below. WEDC's response is attached as PDF to this e-mail. Secretary Brennan & I have had conversations with company officials today during which the company stands by its response which acknowledged its ongoing commitment to the state of Wisconsin. Please contact me directly should you have questions. - Mark

Reuters Article: <https://www.reuters.com/article/us-foxconn-wisconsin-exclusive/exclusive-foxconn-reconsidering-plans-to-make-lcd-panels-at-wisconsin-plant-idUSKCN1PO0FV>

Foxconn Statement: <https://www.wispolitics.com/2019/foxconn-technology-group-statement/>

Best,

Erika Julsrud  
Assistant to the Chief Legal Officer and Board of Directors  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703

Ph: 608.210.6859



Website: <http://inwisconsin.com>  
Newsletters: <http://inwisconsin.com/subscribe/>



## **APPROVED RESPONSE TO REUTERS JANUARY 30, 2019, STORY ON FOXCONN'S WISCONSIN INVESTMENT**

### **Statement from Wisconsin Economic Development Corporation Secretary & CEO Mark R. Hogan:**

“Over the past 45 years, Foxconn’s success has been based on the company’s ability to foresee and adapt to technological advancements. Foxconn’s long-term success both globally and within Wisconsin is centered around the alignment of its business model with ever-changing global economic conditions, including evolving customer demands.

WEDC’s performance-based contract with Foxconn provides the company the flexibility to make these business decisions, and at the same time, protects Wisconsin’s taxpayers. As has been reported, Foxconn will not qualify for tax credits until, at the earliest, 2020, and then only if the company meets its annual job creation and capital investment requirements. Our ongoing discussions with company officials reflect Foxconn’s continued commitment to the State of Wisconsin.”

**From:** [Baldauff, Melissa - GOV](#)  
**To:** [Brennan, Joel - DOA](#); [Gau, Maggie M - GOV](#)  
**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin  
**Date:** Wednesday, January 30, 2019 3:02:03 PM  
**Attachments:** [image001.png](#)

---

Thanks. And just so you know, Foxconn folks are the ones pushing to reporters that Louis called the governor and that the contract could be negotiated.

Melissa M. Baldauff  
Deputy Chief of Staff—communications  
Office of Governor Tony Evers  
Phone: [REDACTED] (cell)

Sent from an electronic device, please excuse typos

---

**From:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Sent:** Wednesday, January 30, 2019 2:57 PM  
**To:** Gau, Maggie M - GOV; Baldauff, Melissa - GOV  
**Subject:** FW: Reuter's Article Regarding Foxconn's Investment in Wisconsin

FYI in case you didn't get this previously.



**JOEL BRENNAN** | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741



---

**From:** Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>  
**Sent:** Wednesday, January 30, 2019 10:08 AM  
**To:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Subject:** FW: Reuter's Article Regarding Foxconn's Investment in Wisconsin

---

**From:** Louis Woo <[REDACTED]>  
**Sent:** Wednesday, January 30, 2019 9:24 AM

**To:** Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>; quincy.tse <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>

**Cc:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; [peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)

**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

But there are a few highlights of the article which we should take note of.

1. We have NOT shelved the commitment to invest in Wisconsin. That was the reporter's words to attract eyeballs.
2. Given the changing dynamics of the global economy in these two years, we are certainly reconsidering which TFT technology to build to make sense and to best suit for our campus and our investment in Wisconsin.
3. Nonetheless we will go ahead to build the following in the next 18 months.
  - a) A LCM backend packaging plant;
  - b) A high precision molding factory
  - c) A system integration assembly facility regardless of what TFT technology is to be considered.
  - d) A rapid prototyping center to help startups to test out their hardware ideas and concepts which will go in line with building the AI 8K+5G ecosystem
  - e) A R&D center and
  - f) A high-performance data center inside the park or in the vicinity and
  - g) A town center to support the people working in the Wisconsin Valley Park
4. As a responsible employer, a faithful supplier to our customers and a public list company to maximize shareholders' values, we have to make changes to any business plans from time to time to make adjustment to the changing economic conditions and changing customers' demands.

Hopefully these highlights help.

Louis

---

发件人: Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>

日期: 2019年1月30日 星期三 下午10:41

收件人: Louis Woo <[REDACTED]>, "quincy.tse" <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>

抄送: "Brennan, Joel - DOA" <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>, "[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)" <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>

主题: Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Just found it, thanks.

Get [Outlook for iOS](#)

---

**From:** Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>

**Sent:** Wednesday, January 30, 2019 8:39 AM

**To:** Louis Woo; quincy.tse

**Cc:** Brennan, Joel - DOA; [peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)

**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Hi Louis - Have you released this yet? I have received some inquiries & would like to refer to your response. Please let me know. - Mark

Get [Outlook for iOS](#)

---

**From:** Louis Woo <[REDACTED]>

**Sent:** Wednesday, January 30, 2019 6:19 AM

**To:** Mark Hogan; quincy.tse

**Cc:** Brennan, Joel - DOA; [peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)

**Subject:** Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Mark,

Thanks.

Louis

---

发件人: Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>

日期: 2019年1月30日 星期三 下午8:16

收件人: "quincy.tse" <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>

抄送: 'Louis Woo' <[REDACTED]>, "Brennan, Joel - DOA"

<[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>, "[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)" <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>

主题: Re: Reuter's Article Regarding Foxconn's Investment in Wisconsin

Good morning, Quincy. As requested, I am forwarding your email to Joel & Peter.

Get [Outlook for iOS](#)

---

**From:** quincy.tse <[quincy.tse@ifengpai.com](mailto:quincy.tse@ifengpai.com)>

**Sent:** Wednesday, January 30, 2019 6:05 AM

**To:** Mark Hogan

**Cc:** 'Louis Woo'

**Subject:** Reuter's Article Regarding Foxconn's Investment in Wisconsin

Morning Mark,

As agreed in our call on Monday morning, we would like to share with you the below reactive statement we have prepared in response to incoming media inquiries regarding an exclusive article published by Reuters about Foxconn's investment plans in Wisconsin a few hours ago.

Would you mind forwarding this email to Secretary Brennan and Secretary Barca, and cc-ing us as we do not have their email addresses?

Thanks and best regards,

Quincy

*We remain committed to the Wisconsin Valley Science and Technology Park project, the creation of 13,000 jobs, and to our long-term investment in Wisconsin. As we have previously noted, the global market environment that existed when the project was first announced has changed. As our plans are driven by those of our customers, this has necessitated the adjustment of plans for all projects, including Wisconsin. While the project's focus will be adjusted to meet these new realities, the Wisconsin project remains a priority for our company.*

*Foxconn continues to actively consider opportunities for TFT technologies in terms of maximizing the positive impact of our Wisconsin project. We are broadening the base of our investment within the State of Wisconsin far beyond what we initially planned to ensure the company and our workforce will be positioned for long-term success.*

*In addition to our consideration of plans to produce traditional products such as television sets, we are also examining ways for Wisconsin's knowledge workers to promote research and development in advanced industrial internet technologies and produce high-tech applications and solutions for industries such as education, medical and healthcare, entertainment and sports, security, and smart cities.*

*We look forward to continued investment in American talent as we build the AI 8K + 5G ecosystem we are creating in Wisconsin and the US. Further updates will be shared in due course.*

Best regards,

Quincy

**From:** [Erdman, David R - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#); [Torhorst, Tia S - DOA](#)  
**Cc:** [Pahnke, Brian D - DOA](#)  
**Subject:** FW: Confidential: Moody's Draft Research for your review  
**Date:** Wednesday, January 30, 2019 3:06:06 PM  
**Attachments:** [20190130\\_123248.pdf](#)  
[image003.png](#)  
[image004.png](#)

---

FYI – Attached is a draft release the Moody's is planning to provide later today re: re: job numbers related to Foxconn project and financing in Mount Pleasant/Racine County. The attached is confidential until so released. The attached does not address today's news stories about change in scope. I will prepare some dot points that addresses the State's moral obligation pledged on the revenue bonds issued by the Village of Mount Pleasant and the Moral Obligation Agreement that will apply to another series of local obligations that may be issued later in CY2019. Thanks.



**DAVID ERDMAN** | Capital Finance Director  
Department of Administration  
Division of Executive Budget and Finance  
[David.Erdman@wisconsin.gov](mailto:David.Erdman@wisconsin.gov)  
[doa.wi.gov/CapitalFinance](http://doa.wi.gov/CapitalFinance)  
Direct: (608) 267-0374

---

**From:** Erdman, David R - DOA  
**Sent:** Wednesday, January 30, 2019 1:38 PM  
**To:** Pahnke, Brian D - DOA <briand.pahnke@wisconsin.gov>; Grinde, Kirsten - DOA (kirsten.grinde@wisconsin.gov) <kirsten.grinde@wisconsin.gov>  
**Cc:** Cook, Tristan - DOA <tristan.cook1@wisconsin.gov>  
**Subject:** FW: Confidential: Moody's Draft Research for your review

FYI – Attached is a draft release that Moody's is planning to release today re: job numbers related to Foxconn project and financing in Mount Pleasant/Racine County. The attached is confidential until so released.



**DAVID ERDMAN** | Capital Finance Director  
Department of Administration  
Division of Executive Budget and Finance  
[David.Erdman@wisconsin.gov](mailto:David.Erdman@wisconsin.gov)  
[doa.wi.gov/CapitalFinance](http://doa.wi.gov/CapitalFinance)  
Direct: (608) 267-0374



**From:** [Joshua.Grundleger@moodys.com](mailto:Joshua.Grundleger@moodys.com) <[Joshua.Grundleger@moodys.com](mailto:Joshua.Grundleger@moodys.com)>

**Sent:** Wednesday, January 30, 2019 11:33 AM

**To:** Erdman, David R - DOA <[David.Erdman@wisconsin.gov](mailto:David.Erdman@wisconsin.gov)>

**Cc:** [natalie.claes@moodys.com](mailto:natalie.claes@moodys.com); [katie.anthony@moodys.com](mailto:katie.anthony@moodys.com)

**Subject:** Confidential: Moody's Draft Research for your review

Dear David:

Attached please find draft research that Moody's Investors Service (MIS) intends to publish. We are sending you this draft to give you the opportunity to identify, with specificity, any factual errors and/or inadvertent disclosure of confidential information regarding your organization or transaction. MIS retains ultimate editorial control over the form and content of all its publications, and will only consider comments that bear on the factual accuracy or confidentiality of the information in the draft research.

Please note that this draft research is strictly confidential and constitutes the valuable intellectual property of MIS.

You may not disclose it to any other person except:

- (i) to your legal counsel acting in their capacity as such;
- (ii) to your other authorized agents acting in their capacity as such; and
- (iii) as required by law or regulation.

Please respond with any comments you have by Jan-30-2019, 4:30pm (ET).

Regards,

Joshua Grundleger  
Analyst  
Moody's Investors Service, Inc.  
+1.212.553.1791

Doc ID: 1159210

-----  
Moody's monitors email communications through its networks for regulatory compliance purposes and to protect its customers, employees and business and where allowed to do so by applicable law. The information contained in this e-mail message, and any attachment thereto, is confidential and may not be disclosed without our express permission. If you are not the intended recipient or an employee or agent responsible for delivering this message to the intended recipient, you are hereby notified that you have received this message in error and that any review, dissemination, distribution or copying of this message, or any attachment thereto, in whole or in part, is strictly prohibited. If you have received this message in error, please immediately notify us by telephone, fax or e-mail and delete the message and all of its attachments. Every effort is made to keep our network free from viruses. You should, however, review this e-mail message, as well as any attachment thereto, for viruses. We take no responsibility and have no liability for any computer virus which may be transferred via this e-mail message.  
-----

## SECTOR COMMENT

30 January 2019

✓ Rate this Research

### Analyst Contacts

Katie Anthony +1.312.706.9952  
 Associate Lead Analyst  
 katie.anthony@moody's.com

Natalie Claes +1.312.706.9973  
 Associate Lead Analyst  
 natalie.claes@moody's.com

Joshua Grundleger +1.212.553.1791  
 Analyst  
 joshua.grundleger@moody's.com

### CLIENT SERVICES

Americas 1-212-553-1653  
 Asia Pacific 852-3551-3077  
 Japan 81-3-5408-4100  
 EMEA 44-20-7772-5454

State and local government - Wisconsin

## Foxconn's missed job creation target is credit negative for Mount Pleasant, Racine County and Wisconsin

On 17 January, electronics manufacturer Foxconn announced it had missed the first job creation target related to the investment and incentive agreement it entered last year with the state of [Wisconsin](#) (Aa1 stable) and some of its local governments. Despite [ongoing investment in facilities and properties throughout the state](#), Foxconn created only 178 of the minimum 260 jobs needed to receive the first round of state tax credits, about \$9.5 million. The missed target highlights the project's risks to [Racine County](#) (Aa2 negative) and the village of [Mount Pleasant](#) (Aa3 negative), given their exposure to upfront expenditures and bonding that support Foxconn's project. The state, while considerably protected given the contingent nature of its support, is also exposed to project failure.

The missed target contrasts the pace at which Foxconn continues construction on the largest economic development project in Wisconsin. The company has completed a 120,000 square foot facility in Mount Pleasant, as well as purchased properties within the cities of [Eau Claire](#) (Aa1), [Green Bay](#) (Aa2 negative) and [Milwaukee](#) (A1 stable). Despite the rapid increase in their footprint across the state, Foxconn's employment figures lag behind expectations.

While the local incentives are not tied to job creation targets, the various local governments providing them have already begun large-scale preparations for an influx of new residents and workers. To incentivize Foxconn, Mount Pleasant created an industrial tax increment district (TID), with both the village and Racine County agreeing to make substantial upfront investment in infrastructure and land acquisition. In return, Foxconn is expected to make up to a \$10 billion private investment statewide over a six-year period. Under its developer agreement with the local municipalities, beginning in 2022, Foxconn must make minimum tax payments regardless of the project's completion status. This minimum payment was sized by the village to cover projected debt service payments.

Over 70% of Racine County's outstanding debt consists of short-term bond anticipation notes (BANs) related to the Foxconn project. All the short-term debt is set to mature in December 2020. Ultimately, this debt is expected to be taken out with long-term general obligation bonds, with debt service to be paid with special assessment payments directly tied to the Foxconn development. Relative to operating revenues and tax base, Racine County's overall debt is more muted in comparison to the Village of Mount Pleasant's obligations. Still, both municipalities carry significant debt burdens with repayment hinging on Foxconn's success.

The state is somewhat protected by the contingent nature of its support: tax incentives based on job creation and a moral obligation pledge on \$125.1 million in bonds issued by Mount Pleasant. Wisconsin nominally benefits from not having to pay the tax credit if job targets are not met. However, the state ultimately wants the economic development that Foxconn's success could bring, and a substantial change in the project from agreed targets could increase pressures for increased state involvement. Additionally, clawback provisions cannot be invoked until 2023, leaving the state exposed during the initial phases of development.

If the Foxconn project fails to generate sufficient economic growth, and Mount Pleasant has to draw on the state's moral obligation, the village will be required to repay the state. Mount Pleasant, however, may be unable to generate sufficient revenues to do so if the Foxconn project significantly fails to meet targets. Additionally, although Wisconsin has not made any explicit promises to support other Foxconn-related debt, the state may decide to assist municipalities in the event of project failure given the project's high-profile nature and the associated political realities.

Foxconn originally said it could bring up to 13,000 jobs to Wisconsin, but has been lowering expectations, particularly given continual changes in the scope of the project. Foxconn has indicated it may change the type of products that will be manufactured in Wisconsin or reorient the facility's focus from manufacturing to research. Its agreement with the state requires only a minimum of 10,400 jobs to receive a sizable portion of the incentive package: roughly \$1.1 billion in tax credits. Were it to hit the maximum job target of 13,000, it would stand to receive the full incentive package: \$2.85 billion. Notably, Foxconn could carry forward the unearned \$9.5 million tax credit and still collect the entire amount were it to create a total of 2,080 jobs by the close of 2019.

### Moody's related publications

» **Issuer Comment:** [Incentive package lures Foxconn to Wisconsin and hedges risk](#), 28 July 2017

This publication does not announce a credit rating action. For any credit ratings referenced in this publication, please see the ratings tab on the issuer/entity page on [www.moody's.com](http://www.moody's.com) for the most updated credit rating action information and rating history.

© 2019 Moody's Corporation, Moody's Investors Service, Inc., Moody's Analytics, Inc. and/or their licensors and affiliates (collectively, "MOODY'S"). All rights reserved.

CREDIT RATINGS ISSUED BY MOODY'S INVESTORS SERVICE, INC. AND ITS RATINGS AFFILIATES ("MIS") ARE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES, AND MOODY'S PUBLICATIONS MAY INCLUDE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES. MOODY'S DEFINES CREDIT RISK AS THE RISK THAT AN ENTITY MAY NOT MEET ITS CONTRACTUAL FINANCIAL OBLIGATIONS AS THEY COME DUE AND ANY ESTIMATED FINANCIAL LOSS IN THE EVENT OF DEFAULT OR DOWNGRADING. SEE MOODY'S RATING SYMBOLS AND DEFINITIONS PUBLICATION FOR INFORMATION ON THE TYPES OF CONTRACTUAL FINANCIAL OBLIGATIONS ADDRESSED BY MOODY'S RATINGS. CREDIT RATINGS DO NOT ADDRESS ANY OTHER RISK, INCLUDING BUT NOT LIMITED TO: LIQUIDITY RISK, MARKET VALUE RISK, OR PRICE VOLATILITY. CREDIT RATINGS AND MOODY'S OPINIONS INCLUDED IN MOODY'S PUBLICATIONS ARE NOT STATEMENTS OF CURRENT OR HISTORICAL FACT. MOODY'S PUBLICATIONS MAY ALSO INCLUDE QUANTITATIVE MODEL-BASED ESTIMATES OF CREDIT RISK AND RELATED OPINIONS OR COMMENTARY PUBLISHED BY MOODY'S ANALYTICS, INC. CREDIT RATINGS AND MOODY'S PUBLICATIONS DO NOT CONSTITUTE OR PROVIDE INVESTMENT OR FINANCIAL ADVICE, AND CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT AND DO NOT PROVIDE RECOMMENDATIONS TO PURCHASE, SELL, OR HOLD PARTICULAR SECURITIES. NEITHER CREDIT RATINGS NOR MOODY'S PUBLICATIONS COMMENT ON THE SUITABILITY OF AN INVESTMENT FOR ANY PARTICULAR INVESTOR. MOODY'S ISSUES ITS CREDIT RATINGS AND PUBLISHES MOODY'S PUBLICATIONS WITH THE EXPECTATION AND UNDERSTANDING THAT EACH INVESTOR WILL, WITH DUE CARE, MAKE ITS OWN STUDY AND EVALUATION OF EACH SECURITY THAT IS UNDER CONSIDERATION FOR PURCHASE, HOLDING, OR SALE.

MOODY'S CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY RETAIL INVESTORS AND IT WOULD BE RECKLESS AND INAPPROPRIATE FOR RETAIL INVESTORS TO USE MOODY'S CREDIT RATINGS OR MOODY'S PUBLICATIONS WHEN MAKING AN INVESTMENT DECISION. IF IN DOUBT YOU SHOULD CONTACT YOUR FINANCIAL OR OTHER PROFESSIONAL ADVISER. ALL INFORMATION CONTAINED HEREIN IS PROTECTED BY LAW, INCLUDING BUT NOT LIMITED TO, COPYRIGHT LAW, AND NONE OF SUCH INFORMATION MAY BE COPIED OR OTHERWISE REPRODUCED, REPACKAGED, FURTHER TRANSMITTED, TRANSFERRED, DISSEMINATED, REDISTRIBUTED OR RESOLD, OR STORED FOR SUBSEQUENT USE FOR ANY SUCH PURPOSE, IN WHOLE OR IN PART, IN ANY FORM OR MANNER OR BY ANY MEANS WHATSOEVER, BY ANY PERSON WITHOUT MOODY'S PRIOR WRITTEN CONSENT.

CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY ANY PERSON AS A BENCHMARK. THAT TERM IS DEFINED FOR REGULATORY PURPOSES AND MUST NOT BE USED IN ANY WAY THAT COULD RESULT IN THEM BEING CONSIDERED A BENCHMARK.

All information contained herein is obtained by MOODY'S from sources believed by it to be accurate and reliable. Because of the possibility of human or mechanical error as well as other factors, however, all information contained herein is provided "AS IS" without warranty of any kind. MOODY'S adopts all necessary measures so that the information it uses in assigning a credit rating is of sufficient quality and from sources MOODY'S considers to be reliable, including, when appropriate, independent third-party sources. However, MOODY'S is not an auditor and cannot in every instance independently verify or validate information received in the rating process or in preparing the Moody's publications.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability to any person or entity for any indirect, special, consequential, or incidental losses or damages whatsoever arising from or in connection with the information contained herein or the use of or inability to use any such information, even if MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers is advised in advance of the possibility of such losses or damages, including but not limited to: (a) any loss of present or prospective profits or (b) any loss or damage arising where the relevant financial instrument is not the subject of a particular credit rating assigned by MOODY'S.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability for any direct or compensatory losses or damages caused to any person or entity, including but not limited to by a negligent act (but excluding fraud, willful misconduct or any other type of liability that, for the avoidance of doubt, by law cannot be excluded) on the part of, or a negligent act with or beyond the control of, MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers, arising from or in connection with the information contained herein or the use of or inability to use any such information.

NO WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY, TIMELINESS, COMPLETENESS, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE OF ANY CREDIT RATING OR OTHER OPINION OR INFORMATION IS GIVEN OR MADE BY MOODY'S IN ANY FORM OR MANNER WHATSOEVER.

Moody's Investors Service, Inc., a wholly-owned credit rating agency subsidiary of Moody's Corporation ("MCO"), hereby discloses that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by Moody's Investors Service, Inc. have, prior to assignment of any rating, agreed to pay to Moody's Investors Service, Inc. for rating opinions and services rendered by it fees ranging from \$1,000 to approximately \$2,700,000. MCO and MIS also maintain policies and procedures to address the independence of MIS rating and rating processes. Information regarding certain affiliations that may exist between directors of MCO and rated entities, and between entities who hold ratings from MIS and have also publicly reported to the SEC an ownership interest in MCO of more than 5%, is posted annually at [www.moody.com](http://www.moody.com) under the heading "Investment Relations — Corporate Governance — Director and Shareholder Affiliation Policy."

Additional terms for Australia only: Any publication into Australia of this document is pursuant to the Australian Financial Services License of MOODY'S affiliate, Moody's Investors Service Pty Limited ABN 61 003 399 657 AFSL 336 69 and/or Moody's Analytics Australia Pty Ltd ABN 94 105 136 972 AFSL 383569 (as applicable). This document is intended to be provided only to "wholesale clients" within the meaning of section 761G of the Corporations Act 2001. By continuing to access this document from within Australia, you represent to MOODY'S that you are, or are accessing the document as a representative of, a "wholesale client" and that neither you nor the entity you represent will directly or indirectly disseminate this document or its contents to "retail clients" within the meaning of section 761G of the Corporations Act 2001. MOODY'S credit rating is an opinion as to the creditworthiness of a debt obligation of the issuer, not on the equity securities of the issuer or any form of security that is available to retail investors.

Additional terms for Japan only: Moody's Japan K.K. ("MJKK") is a wholly-owned credit rating agency subsidiary of Moody's Group Japan G.K., which is wholly-owned by Moody's Overseas Holdings Inc., a wholly-owned subsidiary of MCO. Moody's SF Japan K.K. ("MSFJ") is a wholly-owned credit rating agency subsidiary of MJKK. MSFJ is not a Nationally Recognized Statistical Rating Organization ("NRSRO"). Therefore, credit ratings assigned by MSFJ are Non-NRSRO Credit Ratings. Non-NRSRO Credit Ratings are assigned by an entity that is not a SRO and, consequently, the rated obligation will not qualify for certain types of treatment under U.S. laws. MJKK and MSFJ are credit rating agencies registered with the Japan Financial Services Agency and their registration numbers are FSA Commissioner (Ratings) No. 2 and 3 respectively.

MJKK or MSFJ (as applicable) hereby disclose that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by MJKK or MSFJ (as applicable) have, prior to assignment of any rating, agreed to pay to MJKK or MSFJ (as applicable) for ratings opinions and services rendered by it fees ranging from JPY125,000 to approximately JPY250,000,000.

MJKK and MSFJ also maintain policies and procedures to address Japanese regulatory requirements.

REPORT NUMBER

1159210

## CLIENT SERVICES

Americas	1-212-553-1653
Asia Pacific	852-3551-3077
Japan	81-3-5408-4100
EMEA	44-20-7772-5454

DRAFT-CONFIDENTIAL



**From:** [Cook, Tristan - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#); [Torhorst, Tia S - DOA](#)  
**Subject:** FYI: Foxconn's \$20bn projects in US and China hit by growth fears  
**Date:** Thursday, January 31, 2019 8:46:45 AM  
**Attachments:** [image001.png](#)

---

<https://asia.nikkei.com/Economy/Trade-War/Foxconn-s-20bn-projects-in-US-and-China-hit-by-growth-fears>



**Tristan Cook** | Deputy Communications Director

Department of Administration  
Office of the Secretary

[Tristan.Cook@wisconsin.gov](mailto:Tristan.Cook@wisconsin.gov)

Direct: (608) 264-6389



**From:** [Baldauff, Melissa - GOV](#)  
**To:** [Nilsestuen, Ryan - GOV](#); [Brennan, Joel - DOA](#); [Gau, Maggie M - GOV](#)  
**Subject:** Re: Inaccurate Foxconn reporting  
**Date:** Thursday, January 31, 2019 9:20:46 AM

---

Mark Hogan is going on the record to say that there have been absolutely no side negotiations and that the governor has just been building a relationship with Foxconn.

Melissa M. Baldauff  
Deputy Chief of Staff—communications  
Office of Governor Tony Evers  
Phone: [REDACTED] (cell)

Sent from an electronic device, please excuse typos

---

**From:** Nilsestuen, Ryan - GOV <[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>  
**Sent:** Thursday, January 31, 2019 9:19 AM  
**To:** Baldauff, Melissa - GOV; Brennan, Joel - DOA; Gau, Maggie M - GOV  
**Subject:** RE: Inaccurate Foxconn reporting

I am comfortable with that or going on the record as saying it is false.

---

**From:** Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Sent:** Thursday, January 31, 2019 8:42 AM  
**To:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; Nilsestuen, Ryan - GOV <[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>  
**Subject:** Re: Inaccurate Foxconn reporting

Foxconn is also saying that part that says the governor “approached Foxconn to renegotiate some of the side deals his predecessor made with the company.”

More inquiries are coming and we need to address this quickly.

Melissa M. Baldauff  
Deputy Chief of Staff—communications  
Office of Governor Tony Evers  
Phone: [REDACTED] (cell)

Sent from an electronic device, please excuse typos

---

**From:** Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Sent:** Thursday, January 31, 2019 8:16 AM  
**To:** Brennan, Joel - DOA; Gau, Maggie M - GOV; Nilsestuen, Ryan - GOV  
**Subject:** Inaccurate Foxconn reporting

<https://asia.nikkei.com/Economy/Trade-War/Foxconn-suspends-20bn-in-US-and-China-projects-on-growth-fears>

This story says Foxconn is suspending and scaling back its project in WI “as a result of negotiations with new Gov. Tony Evers.” It also references a Foxconn document that states this, but doesn’t show the alleged document.

We have a media inquiry from the Journal Sentinel asking what kind of negotiations the company has engaged in with the Evers administration, and over what terms of the contract or elements of the project.

Based on my understanding of our conversations yesterday, this story cannot possibly be true. Can I confirm on background as “an official in the Evers administration” that this report is false?

I’ll also add that Foxconn folks continue to push to reporters that Louis Woo personally spoke with the governor about this yesterday and also that the governor has plans to meet with Terry Gou to renegotiate the deal. Again, my understanding is that neither of these claims are accurate. I think we are dealing with some dishonest actors here and need to push back hard and fast to correct the record.

Melissa M. Baldauff  
Deputy Chief of Staff—communications  
Office of Governor Tony Evers  
Phone: [REDACTED] (cell)

Sent from an electronic device, please excuse typos



**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** FW: Article Roundup  
**Date:** Thursday, January 31, 2019 10:18:50 AM  
**Attachments:** [image004.png](#)

---

---

**From:** Cook, Tristan - DOA <tristan.cook1@wisconsin.gov>  
**Sent:** Thursday, January 31, 2019 10:18 AM  
**To:** Torhorst, Tia S - DOA <tia.torhorst@wisconsin.gov>  
**Subject:** Article Roundup

<https://asia.nikkei.com/Economy/Trade-War/Foxconn-s-20bn-projects-in-US-and-China-hit-by-growth-fears>

<https://abcnews.go.com/International/wireStory/foxconn-focus-massive-wisconsin-project-60724354>

<https://www.nbcnews.com/business/business-news/foxconn-may-not-build-10b-wisconsin-plant-trump-touted-n964411>

<https://www.cbsnews.com/video/foxconn-changes-focus-to-research-and-development/>

<https://www.cnn.com/2019/01/30/tech/foxconn-wisconsin-factory-plans/index.html>

<https://www.jsonline.com/story/news/politics/2019/01/31/report-foxconn-suspending-work-wisconsin-plant/2730092002/>

[https://madison.com/wsj/business/report-work-on-foxconn-plant-suspended/article\\_aaf38ad8-a0bb-5186-8b46-0373f3c81f74.html#tracking-source=home-top-story-1](https://madison.com/wsj/business/report-work-on-foxconn-plant-suspended/article_aaf38ad8-a0bb-5186-8b46-0373f3c81f74.html#tracking-source=home-top-story-1)



**Tristan Cook** | Deputy Communications Director  
Department of Administration  
Office of the Secretary  
[Tristan.Cook@wisconsin.gov](mailto:Tristan.Cook@wisconsin.gov)  
Direct: (608) 264-6389



**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Patton, Chris - DOA](#); [Brennan, Joel - DOA](#)  
**Subject:** FW: Article Roundup  
**Date:** Thursday, January 31, 2019 10:21:25 AM  
**Attachments:** [image001.png](#)

---

---

**From:** Cook, Tristan - DOA <tristan.cook1@wisconsin.gov>  
**Sent:** Thursday, January 31, 2019 10:21 AM  
**To:** Torhorst, Tia S - DOA <tia.torhorst@wisconsin.gov>  
**Subject:** RE: Article Roundup

Adding AP and Reuters.

---

**From:** Cook, Tristan - DOA  
**Sent:** Thursday, January 31, 2019 10:18 AM  
**To:** Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>  
**Subject:** Article Roundup

<https://asia.nikkei.com/Economy/Trade-War/Foxconn-s-20bn-projects-in-US-and-China-hit-by-growth-fears>

<https://www.reuters.com/article/us-foxconn-wisconsin-exclusive/exclusive-foxconn-reconsidering-plans-to-make-lcd-panels-at-wisconsin-plant-idUSKCN1PO0FV>

<https://abcnews.go.com/International/wireStory/foxconn-focus-massive-wisconsin-project-60724354>

<https://www.nbcnews.com/business/business-news/foxconn-may-not-build-10b-wisconsin-plant-trump-touted-n964411>

<https://www.cbsnews.com/video/foxconn-changes-focus-to-research-and-development/>

<https://www.cnn.com/2019/01/30/tech/foxconn-wisconsin-factory-plans/index.html>

<https://www.jsonline.com/story/news/politics/2019/01/31/report-foxconn-suspending-work-wisconsin-plant/2730092002/>

[https://madison.com/wsj/business/report-work-on-foxconn-plant-suspended/article\\_aaf38ad8-a0bb-5186-8b46-0373f3c81f74.html#tracking-source=home-top-story-1](https://madison.com/wsj/business/report-work-on-foxconn-plant-suspended/article_aaf38ad8-a0bb-5186-8b46-0373f3c81f74.html#tracking-source=home-top-story-1)

<https://www.apnews.com/c07c42179511472c970cca2a6f876fbf>



**Tristan Cook** | Deputy Communications Director

Department of Administration

Office of the Secretary

[Tristan.Cook@wisconsin.gov](mailto:Tristan.Cook@wisconsin.gov)

Direct: (608) 264-6389



**From:** [Cook, Tristan - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#); [Torhorst, Tia S - DOA](#)  
**Subject:** Foxconn Statement  
**Date:** Thursday, January 31, 2019 10:56:19 AM  
**Attachments:** [image001.png](#)

---

# Foxconn Technology Group: Statement

Foxconn is continuing its Wisconsin project. The company remains committed to its long-term investment and creating 13,000 jobs in Wisconsin.

All interactions to date with Governor Evers and his team have been constructive and we look forward to further discussions as we continue to invest in American talent and broaden the base of our investment within the State of Wisconsin.

While Foxconn's need to be responsive to the global market environment has necessitated a reconsideration of which technology will best suit the needs of its customers, its commitment to the construction of the Wisconsin Valley Science and Technology Park campus and the creation of 13,000 jobs in Wisconsin remain unchanged. Foxconn will be moving forward with plans to build an advanced manufacturing facility in Wisconsin. In the next 18 months, Foxconn plans to construct:

- a) A liquid crystal module backend packaging plant
- b) A high precision molding factory
- c) A system integration assembly facility
- d) A rapid prototyping center to help startups to test out their hardware ideas and concepts which will go in line with building the AI 8K+5G ecosystem
- e) A research and development center

f) A high-performance data center inside the park or in the vicinity

g) A town center to support the people working in the Wisconsin Valley Park

We look forward to continued investment in American talent as we build the AI 8K + 5G ecosystem we are creating in Wisconsin and the US. Further updates will be shared in due course.



**Tristan Cook** | Deputy Communications Director

Department of Administration

Office of the Secretary

[Tristan.Cook@wisconsin.gov](mailto:Tristan.Cook@wisconsin.gov)

Direct: (608) 264-6389



**From:** [Baldauff, Melissa - GOV](#)  
**To:** [Gau, Maggie M - GOV](#); [Nilsestuen, Ryan - GOV](#); [Brennan, Joel - DOA](#); [Cudaback, Britt G - GOV](#)  
**Subject:** Re: ASAP deadline for edits: Foxconn statement  
**Date:** Thursday, January 31, 2019 11:49:06 AM

---

We can take that out. Let's just say this.

"Claims made today that Governor Evers has tried to renegotiate the Foxconn contract are false. It is unfortunate that Republicans would rather try to make headlines with political finger-pointing than work with the governor to protect Wisconsin taxpayers."

---

**From:** Gau, Maggie M - GOV  
**Sent:** Thursday, January 31, 2019 11:44:06 AM  
**To:** Baldauff, Melissa - GOV; Nilsestuen, Ryan - GOV; Brennan, Joel - DOA; Cudaback, Britt G - GOV  
**Subject:** RE: ASAP deadline for edits: Foxconn statement

Does the last sentence make it sound like we tried to negotiate on those things?

---

**From:** Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Sent:** Thursday, January 31, 2019 11:43 AM  
**To:** Nilsestuen, Ryan - GOV <[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>; Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; Cudaback, Britt G - GOV <[britt.cudaback1@wisconsin.gov](mailto:britt.cudaback1@wisconsin.gov)>  
**Subject:** Re: ASAP deadline for edits: Foxconn statement

Small change below.

"Claims made today that Governor Evers has tried to renegotiate the Foxconn contract are false. It is unfortunate that Republicans would rather try to make headlines with political finger-pointing than work with the governor to protect Wisconsin taxpayers.

"The governor has been clear and consistent on the Foxconn project from the beginning and has sought to build a relationship with Foxconn to promote accountability and transparency on the project, protect Wisconsin taxpayer dollars, and ensure Foxconn will be good corporate citizens to our local communities and our state."

---

**From:** Nilsestuen, Ryan - GOV  
**Sent:** Thursday, January 31, 2019 11:38:43 AM  
**To:** Baldauff, Melissa - GOV; Gau, Maggie M - GOV; Brennan, Joel - DOA; Cudaback, Britt G - GOV  
**Subject:** RE: ASAP deadline for edits: Foxconn statement

Works for me.

---

**From:** Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Sent:** Thursday, January 31, 2019 11:24 AM  
**To:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>; Nilsestuen, Ryan - GOV <[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>; Cudaback, Britt G - GOV <[britt.cudaback1@wisconsin.gov](mailto:britt.cudaback1@wisconsin.gov)>  
**Subject:** ASAP deadline for edits: Foxconn statement

Planning to release this ASAP from me. Please give any feedback ASAP.

"Claims made today that Governor Evers has tried to renegotiate the Foxconn contract are false. The governor has been clear and consistent on the Foxconn project from the beginning and has sought to build a relationship with Foxconn to promote accountability and transparency on the project, protect Wisconsin taxpayer dollars, and ensure Foxconn will be good corporate citizens to our local communities and our state.

"It is unfortunate that Republicans in the legislature would rather try to make headlines with political finger-pointing than

work with the governor to protect Wisconsin taxpayers."

**From:** [Baldauff, Melissa - GOV](#)  
**To:** [Nilsestuen, Ryan - GOV](#); [Brennan, Joel - DOA](#)  
**Cc:** [Gau, Maggie M - GOV](#); [Cudaback, Britt G - GOV](#)  
**Subject:** Re: ASAP deadline for edits: Foxconn statement  
**Date:** Thursday, January 31, 2019 12:44:36 PM

---

Do we know anything about the piece in this report that the company's \$10 billion investment in display production in Wisconsin has been suspended? That is the other question we are getting a lot.

---

**From:** Nilsestuen, Ryan - GOV  
**Sent:** Thursday, January 31, 2019 12:08:11 PM  
**To:** Brennan, Joel - DOA; Baldauff, Melissa - GOV  
**Cc:** Gau, Maggie M - GOV; Cudaback, Britt G - GOV  
**Subject:** RE: ASAP deadline for edits: Foxconn statement

I'm good with this and Melissa's abbreviated statement.  
-RYan

---

**From:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Sent:** Thursday, January 31, 2019 11:50 AM  
**To:** Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)>  
**Cc:** Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; Nilsestuen, Ryan - GOV <[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>; Cudaback, Britt G - GOV <[britt.cudaback1@wisconsin.gov](mailto:britt.cudaback1@wisconsin.gov)>  
**Subject:** Re: ASAP deadline for edits: Foxconn statement

Don't know if the end is too strong but we need to start bringing our predecessor into the conversation. Slight edits suggested below.

Sent from my iPhone

On Jan 31, 2019, at 11:24 AM, Baldauff, Melissa - GOV <[melissa.baldauff@wisconsin.gov](mailto:melissa.baldauff@wisconsin.gov)> wrote:

**Planning to release this ASAP from me. Please give any feedback ASAP.**

"Claims made today that Governor Evers has tried to renegotiate any aspects of the Foxconn contract are false. The governor has been clear and consistent on the Foxconn project from the beginning and has sought to build a relationship with Foxconn to promote accountability and transparency on the project, protect Wisconsin taxpayer dollars, and ensure Foxconn will be good corporate citizens for our local communities and our state.

"It is unfortunate that Republicans in the legislature would rather try to make headlines with political finger-pointing than work with the governor to protect Wisconsin taxpayers. Wisconsin residents know that the Foxconn hand was dealt



to the Evers Administration by Scott Walker, and they can be confident that we will approach it with an interest in what is best for Wisconsin not what provides short term political gain.”

**From:** [Quinn, Brian D - DOA](#)  
**To:** [Brennan, Joel - DOA](#)  
**Cc:** [Ziegler, Paul - DOA](#); [Pahnke, Brian D - DOA](#); [Grinde, Kirsten - DOA](#)  
**Subject:** Foxconn Contract  
**Date:** Thursday, January 31, 2019 12:43:53 PM  
**Attachments:** [Final Contract November 2017pdf.pdf](#)

---

Secretary Brennan,

Attached is the final contract governing the Foxconn development agreement and tax credit disbursements related to the project.

Let me know if you have any questions.

---

Brian Quinn  
Executive Policy and Budget Analyst - Advanced  
Wisconsin Department of Administration  
Division of Executive Budget and Finance  
(608)-266-1923

**ELECTRONICS AND INFORMATION TECHNOLOGY MANUFACTURING ZONE  
TAX CREDIT AGREEMENT**

**BETWEEN**

**THE WISCONSIN ECONOMIC DEVELOPMENT CORPORATION**

**AND**

**SIO INTERNATIONAL WISCONSIN, INC.,  
FEWI DEVELOPMENT CORPORATION, AND AFE, INC.**

This Electronics and Information Technology Manufacturing Zone Tax Credit Agreement (the "Agreement") is entered into as of \_\_\_\_\_ pursuant to Chapter 238 of the Wisconsin Statutes between the Wisconsin Economic Development Corporation ("WEDC"), a public body corporate and politic authorized to certify businesses for tax credits pursuant to Section 238.396 of the Wisconsin Statutes, and SIO International Wisconsin, Inc., a Wisconsin corporation, FEWI Development Corporation, a Wisconsin corporation, and AFE, Inc., a Wisconsin corporation (collectively, the "Recipients", and each is a "Recipient").

**WITNESSETH**

**WHEREAS**, Hon Hai Precision Industry Co., Ltd. (Chinese name 鴻海精密工業股份有限公司) is a corporation organized and validly existing under the laws of the Republic of China whose shares are publicly traded on the Taiwan Stock Exchange ("Hon Hai");

**WHEREAS**, Hon Hai issued a request for proposals for the siting of the Project in the United States;

**WHEREAS**, WEDC provided a letter of support on June 26, 2017, providing a description of incentives that WEDC could provide to incentivize the Project siting in Wisconsin;

**WHEREAS**, the State of Wisconsin and WEDC entered into a memorandum of understanding with Hon Hai and the Foxconn Flying Eagle Project under which the State of Wisconsin and WEDC agreed to pursue legislation to provide incentives in the amount of up to Three Billion Dollars (\$3,000,000,000) in an economic incentive package in exchange for Hon Hai siting the Project in Wisconsin, making a capital investment of up to Ten Billion Dollars (\$10,000,000,000), and creating up to thirteen thousand (13,000) Full-Time Jobs with an average salary of approximately Fifty-Three Thousand Eight Hundred and Seventy-Five Dollars (\$53,875);

**WHEREAS**, Hon Hai and Recipients have expressed a strong commitment to the State of Wisconsin to providing Wisconsin residents with significant job opportunities;

**WHEREAS**, the Wisconsin Legislature passed and the Governor signed into law 2017 Wisconsin Act 58, creating an Electronics and Information Technology Manufacturing Zone and

additionally providing a sales tax exemption for property or services acquired solely for or used solely in, the construction or development of facilities located in an Electronics and Information Technology Manufacturing Zone, as further described in Wis. Stat § 77.54(65);

**WHEREAS**, the Recipients submitted an Application to WEDC, requesting Tax Credits;

**WHEREAS**, Hon Hai, directly or indirectly through Affiliates, Controls the Voting Interests in AFE Inc.;

**WHEREAS**, SIO International Holdings Limited (“SIO International”) is a company organized and validly existing under the laws of the Cayman Islands;

**WHEREAS**, SIO International, directly or indirectly through Affiliates, Controls the Voting Interests in SIO International Wisconsin Inc. and FEWI Development Corporation;

**WHEREAS**, Mr. Gou, Taiming (Chinese name: 郭台銘 and who is also known as Terry Gou), who is the Chairman and CEO of Hon Hai, owns with a 9.36% of the equity share in Hon Hai and indirectly owns an 89% of the indirect holding equity in SIO International, has solidified his commitment to this Project in the form of a personal guaranty;

**WHEREAS**, the Recipients plan to employ a significant number of employees in Wisconsin to support their activities related to the Project. However, there are a variety of factors that impact employment and average wages of Full-Time Employees, including but not limited to labor supply challenges, market conditions, and other conditions affecting operations and sales. The parties recognize that the “pay as you go” nature of the Job Creation Tax Credits guarantees that tax credits are only paid after Recipient jobs are created and is a tangible incentive for the Recipients to meet their operational plans related to their advance manufacturing process and related supply chain to be brought to Wisconsin;

**WHEREAS**, WEDC determined that each Recipient is an eligible recipient of Electronics and Information Technology Manufacturing Zone Tax Credits, eligible to be certified pursuant to Wis. Stat § 238.396(3); and

**WHEREAS**, in reliance on the materials and information provided by each Recipient, WEDC has determined that the Recipients are eligible for up to Two Billion Eight Hundred and Fifty Million Dollars (\$2,850,000,000) in Tax Credits.

**NOW, THEREFORE**, for valuable consideration, the receipt and sufficiency of which is hereby acknowledged, and in consideration for the foregoing and the representations, warranties, covenants, agreements and conditions set forth in this Agreement, WEDC and Recipients agree as follows:

1. **Definitions.** For purposes of this Agreement, the following terms shall have the following meanings:

(a) “Affiliate” means, with respect to any person, any other person that, directly or indirectly, controls, is controlled by or is under common control with such person, and the term “control” (including the terms “controlled by” and “under common control with”) means the possession,

directly or indirectly, of the power to direct or cause the direction of the management and policies of such person, whether through ownership of voting rights, by contract or otherwise (it being understood that a person shall be deemed to control another person if such first person owns more than 50% of the capital stock or other equity securities of such other person).

(b) "Agreement" means this agreement, to include the attached Exhibits, together with any future amendments executed in compliance with this Agreement.

(c) "Application" means the materials submitted by the Recipients to WEDC relating to the allocation of Electronics and Information Technology Manufacturing Zone Tax Credits.

(d) "Capital Investment Tax Credits" means the tax credits the Recipients are certified as eligible to earn under Wis. Stat. § 71.28(3wm)(bm).

(e) "Certification Date" means January 1, 2018, the date on which eligibility to earn Tax Credits begins. No activities occurring prior to the Certification Date will be considered in allocating Tax Credits.

(f) "Claimant" means a person who is certified to claim tax benefits under Wis. Stat. § 238.396(3) and who files a claim under Wis. Stat. § 71.28(3wm). Upon mutual agreement between the Recipients and WEDC, additional Affiliates of Hon Hai or SIO may be certified as Claimants in an amendment to the Agreement signed by WEDC and approved by WEDC's Awards Administration Committee and Board of Directors. Claimants certified for the first time in an amendment will not qualify for Jobs Creation Tax Credits or Capital Investment Tax Credits for expenditures prior to the date of the amendment.

(g) "Controls the Voting Interests" in a person means the ownership of more than 50% of the capital stock or other equity securities of such person in electing the board of directors which holds the possession of the power to direct and cause the direction of the management and policies of such person.

(h) "Effective Date" means the date when this Agreement becomes effective, which shall be the date when this Agreement and the Guaranty referenced in this Agreement have been fully executed by all relevant parties.

(i) "Electronics and Information Technology Manufacturing Zone Tax Credits" and "Tax Credits" mean the tax credits Recipients are certified as eligible to receive under Wis. Stat. § 238.396(3).

(j) "Full-Time Employee" means an individual who is employed in a job for which the annual pay is at least \$30,000 and who is offered retirement, health, and other benefits that are equivalent to the retirement, health, and other benefits offered to an individual who is required to work at least 2,080 hours per year.

(k) "Full-Time Job" means an employee position in the Zone or outside the Zone, but within the State of Wisconsin, and for the benefit of the Recipient's operations within the Zone, filled by a Full-Time Employee whose entire Wages are treated as paid in Wisconsin under Wis. Stat. § 71.25(8)(b).



(l) "Guarantor(s)" means, collectively, SIO International, Terry Gou and Hon Hai, and each is referred to as a Guarantor.

(m) "Job Creation Tax Credits" means the tax credits the Recipients are certified as eligible to earn pursuant to Wis. Stat. § 71.28(3wm)(b).

(n) "Partial-Year Employee" mean an employee who only worked part of the year due to his/her hiring or termination dates, and who would have been treated as a Full-Time Employee holding Full-Time Job if he/she had worked the full year.

(o) The "Project" means the economic investment activities of locating the Recipients' and Guarantors' Generation 10.5 TFT-LCD Fabrication Facility and supporting operations in the Electronics and Information Technology Manufacturing Zone, the capital investment of up to Ten Billion Dollars (\$10,000,000,000) and the creation of up to 13,000 new Full-Time Jobs, as outlined in the Recipients' Application, for which WEDC is certifying Recipients as eligible for receiving Tax Credits.

(p) "Recipient" has the meaning set forth in the preamble of this Agreement. Each Recipient shall be the Claimant for purposes of Wis. Stat. § 71.28(3wm)(a)1.

(q) "Secured Obligations" has the meaning assigned to such term in Section 11 of this Agreement.

(r) "Significant Capital Expenditure" means an investment in (i) machinery and equipment to be installed and used in the Zone (including "finance leases" and "operating leases" (to the extent and in the amount that such operating leases give rise to a "right-of-use asset" on the balance sheet of a Recipient upon lease commencement, but not including "short term" operating leases of such machinery and equipment, and not including consigned machinery and equipment), and (ii) in land and buildings located in the Zone that are needed to achieve the specific purpose of completing the Project; and provided that WEDC reserves the right to review leases between the Recipients and their Affiliates to confirm that such leases reflect fair market value prior to certifying Capital Investment Tax Credits. Notwithstanding any other provision of this Agreement, investments in residential or commercial, non-industrial property or construction of such property will not be considered to be eligible Significant Capital Expenditures for purposes of this Project and this Agreement. The terms "finance lease", "operating lease", "right-of-use asset" have the meanings assigned to them under GAAP ASC 842.

(s) "State Payroll" means the amount of payroll apportioned to the State of Wisconsin, as determined under Wis. Stat. § 71.25(8).

(t) "Wages" means wages under section 3306(b) of the Internal Revenue Code, determined without regard to any dollar limitation.

(u) "WEDC" means the Wisconsin Economic Development Corporation.

(v) "Zone" means the Recipient's business facilities in Racine County, Wisconsin, within the boundaries of the legal description set forth in Exhibit D, and all highways, easements, rights-of-way, or other lands designated by the Corporation as required to install infrastructure for the

Recipient's manufacturing facility, all of which, taken together, shall be an Electronics and Information Technology Manufacturing Zone designated pursuant to Wis. Stat. § 238.396(1m), and governed by Wisconsin Statutes.

(w) "Zone Payroll" means the amount of State Payroll that is attributable to Wages paid by the Recipient to Full-Time Employees for services that are performed in the Zone or that are performed outside the Zone, but within the State of Wisconsin, and for the benefit of the Recipients' operations within the Zone, as reasonably determined by WEDC. For purposes of calculating Zone Payroll, if a Full-Time Employee's Wages are in excess of \$100K, then the Full-Time Employee's Wages will be treated as \$100K.

2. **Duration of Agreement.** Subject to the limitations provided in the terms of this Agreement, and in Wisconsin Law, the allocation of Electronics and Information Technology Manufacturing Zone Tax Credits under Wis. Stat § 238.396 shall be effective for, and can be earned over a period of, up to fifteen (15) years, or one hundred and eighty (180) consecutive months, commencing at 12:00 a.m. CST on the Certification Date and expiring at 11:59 p.m. CST on December 31, 2032.

3. **Certification of Recipient for Tax Benefits.** Subject to the terms and conditions set forth in this Agreement, and in accordance with Wisconsin Statute Chapters 238 and 71, WEDC hereby certifies the Recipients as eligible for up to Two Billion Eight Hundred and Fifty Million Dollars (\$2,850,000,000) in Electronics and Information Technology Manufacturing Zone Tax Credits for the Recipient's Fiscal Years ending 2018 through 2032, consisting of Job Creation Tax Credits in a maximum amount of One Billion Five Hundred Million Dollars (\$1,500,000,000) and Capital Investment Tax Credits in the maximum amount of One Billion Three Hundred and Fifty Million Dollars (\$1,350,000,000) eligible to be earned in accordance with the terms and conditions of this Agreement and the disbursement schedules attached to this Agreement as Exhibits A and B.

4. **Recipients' Intentions and Obligations.** The Recipients will:

(a) Carry out the Project in good faith and substantially in accordance with the Recipients' Application and the terms and conditions of this Agreement, and comply with all laws, statutes, rules, regulations, judgments, and orders that are applicable to their business.

(b) Employ, to the best of Recipient's ability and consistent with their business goal to diligently carry out the Project as set forth in the Application, Full-Time Employees in the Zone, or outside of the Zone, but within the State of Wisconsin, for the benefit of the Recipients' operations within the Zone, at an average annual wage of Fifty-Three Thousand, Eight Hundred and Seventy-Five Dollars (\$53,875).

(c) Maintain the number of Full-Time Jobs hired in the Zone, or outside of the Zone, but within the State of Wisconsin, for the benefit of the Recipients' operations within the Zone, over a period of at least one hundred and eighty (180) consecutive months commencing on the Certification Date



and through December 31, 2032. The maintenance obligation for each Period is set forth in Exhibit C, Column B.

(d) Make to the best of Recipients' ability and consistent with their business goal to diligently carry out the Project as set forth in the Application, Significant Capital Expenditures in the Zone of up to Ten Billion Dollars (\$10,000,000,000).

(e) Maintain the Significant Capital Expenditures made in the Zone, for which the Recipients have been verified to receive Capital Investment Tax Credits, titled in the name of a Recipient, and sited in the Zone, over a period of at least one hundred and eighty (180) consecutive months commencing on the Certification Date and through December 31, 2032.

(f) Ensure that the Recipients' obligations under this Agreement shall be further guaranteed by the Guarantors in accordance with Section 11 below, pursuant to guaranties of the Secured Obligations executed by the Guarantors concurrently with the execution of this Agreement in favor of WEDC (if more than one, collectively the "Guaranty"). WEDC will not verify any Tax Credits until it is satisfied that the Guaranty provided by each of Hon Hai and SIO International has been properly authorized and approved by the applicable Board of Directors, Audit Committee and other applicable bodies.

(g) Promptly notify WEDC if a Recipient learns of the occurrence of (i) any event that constitutes an Event of Default or that would constitute an Event of Default with the giving of notice or passage of time, together with a detailed statement of the steps being taken to cure the effect of such Event of Default; (ii) any legal, judicial or regulatory claims or proceedings affecting the Recipient; (iii) a Recipient receiving notice of any legal, governmental or regulatory action involving the Recipient, or officers or assets of any of the foregoing, which, if adversely determined, might materially interfere with the normal business operations of the Recipient or the Project; or (iv) any other event or condition which could reasonably be expected to materially interfere with the normal business operations of a Guarantor, Recipient, or the Project.

**5. Eligibility for Tax Credits.** The actual amount of Tax Credits that the Recipient will be able to earn is dependent on the Recipient's actual employment levels; Zone Payroll for Full-Time Employees employed by the Recipient; and actual eligible Significant Capital Expenditures incurred by the Recipient. The Recipients are eligible to earn Tax Credits beginning on the Certification Date and ending on December 31, 2032 in accordance with the terms and conditions of this Agreement and the disbursement schedules attached to this Agreement as Exhibits A and B. The Tax Credits will be verified by WEDC in the year after the Tax Credits are earned. The timing of the verification does not impact Recipient's ability to claim Tax Credits which have been earned during the period beginning on the Certification Date and ending on December 31, 2032.

**6. Calculation of Tax Credits**

(a) **Calculation of Job Creation Tax Credits.** The Recipients are eligible to earn up to One Billion Five Hundred Million Dollars (\$1,500,000,000) in Job Creation Tax Credits according to the disbursement schedule attached hereto as Exhibit A, subject to the following requirements and provisions of Wisconsin law:



1. In order to earn any Job Creation Tax Credits in a particular Period set forth in Exhibit A, Column A, the Recipients must meet the following requirements:
  - a. For each Period, employ at least the Minimum Cumulative Full-Time Jobs set forth in Exhibit A, Column B, which shall be determined based on the number of Full-Time Jobs held by Full-Time Employees employed by the Recipients as of the end of the Period.
  - b. For each Period, pay an average annual wage of at least \$53,875 to Full-Time Employees employed in Full-Time Jobs by the Recipients. The average annual wage will be calculated by dividing the sum of the annualized Wages of all Full-Time Employees employed by the Recipients in Full-Time Jobs as of the end of the Period (the portion of a Full-Time Employee's Wages that exceeds \$400,000 will not be included in the calculation to determine average annual wage) by the number of all Full-Time Employees employed in Full-Time Jobs as of the end of the Period.
  - c. In determining whether a Partial-Year Employee is employed by the Recipient as of the end of a Period under Section 6, (1) Partial-Year Employees who are employed in Full-Time Jobs as of the end of the Period will be counted, and (2) Partial-Year Employees who are not employed in Full-Time Jobs as of the end of the Period will not be counted.
2. After the Recipients submit all of the reporting and documentation required by Section 7 of this Agreement for a Period covered in Exhibit A, Column A, and provided that WEDC is satisfied that the requirements to earn Job Creation Tax Credits have been satisfied and no Recipient has breached the Agreement, and subject to the terms and conditions of this Agreement and applicable Wisconsin law, WEDC will calculate Job Creation Tax Credits pursuant to Wis. Stat. § 71.28(3wm)(b), as follows:
  - a. First, determine the Zone Payroll for the Period for Full-Time Employees employed by the Recipient (the "Zone Payroll Calculation"); and
  - b. Second, multiply the Zone Payroll Calculation by seventeen percent (17%).
  - c. For purposes of calculating the Job Creation Tax Credits, the actual Wages paid to all Partial-Year Employees will be included in the Zone Payroll Calculation.
3. **Carryforward of Unearned Job Creation Tax Credits.** Any unearned Job Creation Tax Credits in a particular Period (the difference between the annual Maximum Target Job Creation Credits in Exhibit A, Column D and the actual amount of Job Creation Tax Credits actually earned) (the "Carryforward Credit"), may be carried forward to be earned and verified in subsequent Periods, provided, however, that in order to access the Carryforward Credit to be verified in any given Period:
  - a. the Recipient must have exceeded the number of Full-Time Jobs in Exhibit A, Column C for that Period;

- b. the amount of Job Creation Tax Credits for the Period will be calculated pursuant to Sections 6(a)1. and 6(a)2. above; and
- c. Job Creation Tax Credits are subject to the following limits:
  - [i] Job Creation Tax Credits for that Period may not exceed the sum of the Maximum Job Credits set forth in Exhibit A, Column D and the Maximum Carryforward limit as established in Exhibit A, Column E;
  - [ii] The cumulative Job Creation Tax Credits verified through the Period cannot exceed the Cumulative Job Creation Credit limit identified in Exhibit A, Column E; and
  - [iii] The total Job Creation Tax Credits over the duration of the Zone may not exceed One Billion Five Hundred Million Dollars (\$1,500,000,000).

**(b) Calculation of Capital Investment Tax Credits.** The Recipients are eligible to earn up to One Billion Three Hundred and Fifty Million Dollars (\$1,350,000,000) in Capital Investment Tax Credits according to the disbursement schedule attached hereto as Exhibit B, subject to the following requirements and provisions of Wisconsin law:

1. After the Recipients submit all of the reporting and documentation required by Section 7 of this Agreement for a Period covered in Exhibit B, Column A, provided that WEDC is satisfied that the requirements to earn the Capital Investment Tax Credits have been satisfied and no Recipient has breached the Agreement, and subject to the terms and conditions of this Agreement and applicable Wisconsin law, WEDC will calculate Capital Investment Tax Credits pursuant to Wis. Stat. § 71.28(3wm)(bm), as fifteen percent (15%) of the cost of the Recipient's Significant Capital Expenditures in the Zone. Capital Investment Tax Credits may be accrued based on the Recipient's Significant Capital Expenditures beginning on the Certification Date, but may only be claimed to be verified by WEDC for a period of seven (7) years, beginning on January 1, 2019 and ending on December 31, 2025, according to the disbursement schedule set forth in Exhibit B.
2. Actual Significant Capital Expenditures will accrue beginning on the Certification Date and the first Period for earning Capital Investment Tax Credits will look back to the Certification Date in calculating the Capital Investment Tax Credits. Actual Significant Capital Expenditures in any Period that result in potential Capital Investment Tax Credit claim amount above the amount provided in Exhibit B, Column C may be rolled forward to be claimed by the Recipient in subsequent Periods.
3. In order to earn the maximum amount of Capital Investment Tax Credits in a particular Period, the Recipients must employ at least the number of Full-Time Jobs

provided in Exhibit B, Column B. In determining whether a Partial-Year Employee is employed by the Recipient as of the end of a Period under this Section 6(b), (1) Partial-Year Employees who are employed in Full-Time Jobs as of the end of the Period will be counted, and (2) Partial-Year Employees who are not employed in Full-Time Jobs as of the end of the Period will not be counted.

4. The maximum amount of Capital Investment Tax Credits eligible to be earned by the Recipients for the relevant Periods are set forth in Exhibit B, Column C. In no event will the amount of Capital Investment Tax Credits earned by the Recipients in a Period exceed the amount outlined for the Period in Exhibit B, Column C, as may be further modified pursuant to Sections 6(b)5. and 6(b)6. below.
5. In the event that the Recipients have not employed at least the minimum Full-Time Jobs provided in Exhibit B, Column B in a Period, the Maximum Capital Investment Tax Credits the Recipients are eligible to claim in the Period as outlined in Exhibit B, Column C will be decreased by the percentage amount equal to the difference between the number of actual Full-Time Jobs employed as a percentage of the respective number in Exhibit B, Column B. For purposes of illustration:
  - a. If, in the Period ending December 31, 2019, the Recipients employed four hundred and sixty-eight (468) Full-Time Jobs (90% of the number in Exhibit B, Column B), the Maximum Capital Investment Tax Credits available for the Period as stated in Exhibit B, Column C will be decreased by ten percent (10%)(derived from subtracting 100% - 90%) to total One Hundred and Seventy-Three Million Five Hundred and Seventy-One Thousand Four Hundred and Twenty-Nine Dollars (\$173,571,429)(derived by decreasing the total in Exhibit B, Column C by 10%).
  - b. If, in the Period ending December 31, 2022, the Recipients employed four thousand one hundred sixty (4,160) Full-Time Jobs (80% of the number in Exhibit B, Column B), the Maximum Capital Investment Tax Credits available for the Period as stated in Exhibit B, Column C will be decreased by twenty percent (20%)(derived from subtracting 100% -80%) to total One Hundred and Fifty-Four Million Two Hundred and Eighty-Five Thousand Seven Hundred and Fourteen Dollars (\$154,285,714)(derived by decreasing the total in Exhibit B, Column C by 20 %).
6. **Carryforward of Unearned Capital Investment Tax Credits.** Capital Investment Tax Credits may be carried over in future years. Capital Investment Tax Credits can only be carried forward in Periods in which the Recipient meets the Jobs Target set in Exhibit B, Column B. If the Capital Investment Full-Time Jobs Target in Exhibit B, Column B is not met in any Period, no carryforward would be allowed for that Period.

In the Periods that the Jobs Target is met, but the Recipient fails to earn the Maximum Capital Investment Tax Credits identified in Exhibit B, Column C, any unearned Capital Investment Tax Credit in that particular Period (the difference between the annual Maximum Capital Investment Tax Credit in Exhibit B, Column C and the actual amount of Capital Investment Tax Credit actually earned)(the "Cap

Ex Carryforward") may be carried forward to be earned and verified in subsequent Periods, provided, however, that in order to access the Cap Ex Carryforward to be verified in any given Period:

a. The Recipient must have met the number of Full-Time Jobs in Exhibit B, Column B in the Period where the carryforward request to be paid is made; and

b. Capital Investment Tax Credits are subject to the following limits:

[i] Capital Investment Tax Credits for that Period is limited as follows:

(A) To the Cap Ex Carryforward available; and

(B) Subject to the Period specific restrictions:

(1) For the first six Periods, Recipients may only claim the Capital Investment Tax Credits in the amount of \$96,400,000 in excess of the amount identified in Exhibit B, Column C;

(2) In the final Period, Recipients may claim any remaining Cap Ex Carryforward.

[ii] The total Capital Investment Tax Credits over the seven-year period may not exceed One Billion Three Hundred and Fifty Million Dollars (\$1,350,000,000).

7. **Reporting and Verification to Claim Electronics and Information Technology Manufacturing Zone Tax Credits.** The Recipients' eligibility for Electronics and Information Technology Manufacturing Zone Tax Credits will be reviewed by WEDC after the Recipients' submission of the Annual Project Report and Third Party Verification Report prior to WEDC issuing a verification authorizing each Recipient to file a claim for Tax Credits with the Wisconsin Department of Revenue. WEDC will issue a verification to each of the Claimants in proportion to their respective employment, Zone Payroll, and Significant Capital Expenditures. Any finding that specific capital expenditures or payroll information reported to WEDC are ineligible for Tax Credits per the terms of this Agreement or Wisconsin law at any time will result in such capital expenditures and payroll being excluded from the calculation of Capital Investment Tax Credits and Jobs Creation Tax Credits, respectively. Upon receipt of the verification from WEDC, Recipients shall have 14 business days to object to the calculation of Tax Credits. The parties agree to attempt in good faith to resolve any disagreement within 30 days of the objection. To the extent that such error relates to Tax Credits that have already been issued, WEDC reserves the right to adjust subsequent Tax Credits or demand repayment.



(a) **Record.** Each Recipient shall prepare, keep and maintain such records as may be reasonably required by WEDC to establish:

1. Information relating to Full-Time Employees and Partial-Year Employees hired and maintained by the Recipient in the Zone and outside of the Zone, but within the State of Wisconsin, and for the benefit of the Recipient's operations within the Zone, which, with respect to each Full-Time and Partial-Year Employee, shall include, but not be limited to:
  - a. The name or unique identifier associated with the employee, whether the position of the employee is a Full-Time Job, base hours worked, overtime hours worked, hourly rate, period total base wages, period overtime, bonus, commission wages, employment start date, termination date, part-time/full-time designation, residency and work site.
2. the Zone Payroll amount; and
3. the amount and type of Significant Capital Expenditures made by the Recipient in the Zone including, but not limited to investment description, investment type, date of investment, location of investment, and investment amount.

(b) **Annual Project Report.** Each Recipient shall provide WEDC with an Annual Project Report (a sample of which is attached as Exhibit E) before the applicable due date identified in Section 7(f) below, and all supporting documentation for the Annual Project Report including payroll reports and documentation of Significant Capital Expenditures, as outlined in more detail in Exhibit E and accompanying verification spreadsheets.

(c) **Third Party Verification Report.** The Recipients shall engage, at its own cost, nationally recognized certified public accountant (CPA) acceptable to WEDC to perform attestation of the Annual Project Reports submitted by the Recipients based on an Agreed Upon Procedures ("AUP") engagement pursuant to procedures approved in advance in writing by WEDC, in accordance with attestation standards established by the American Institute of Certified Public Accountants to agree without exception to the Annual Project Reports provided to WEDC per Section 7(b). The CPA shall determine whether (1) the Significant Capital Expenditures that the Recipients claim made in the previous Period for earning Capital Investment Tax Credits were expended in accordance with this Agreement, and (2) the Zone Payroll that the Recipients claim paid in the previous Period was appropriately stated. The CPA shall issue a report covering the items set forth above and satisfying the requirements below and the Recipients shall submit such report to WEDC within forty-five (45) days after the due date of the applicable Annual Project Reports covering the same Period.

Any finding that specific capital expenditures or payroll information reported to WEDC are ineligible per the terms of this Agreement or Wisconsin law will result in such capital expenditures and payroll being excluded from the calculation of Capital Investment Tax Credits and Job Creation Tax Credits, respectively, and, WEDC may require, in WEDC's reasonable discretion, the AUP report to include an expansion of the sample testing of the Recipients. The Recipients

shall make available for inspection by WEDC all of the Recipients' and the certified public accountant's documents supporting the claim and calculation of the Capital Investment Tax Credits and Job Creation Tax Credits and the attestation performed.

(d) **Additional Reporting.** In addition to the information identified above, as part of the Recipients' Annual Project Report submissions, the Recipients will use commercially reasonable efforts to provide WEDC with information on their supply chain investment, related to the number of Wisconsin companies acting as suppliers as well as the total dollars spent with Wisconsin companies and/or Wisconsin specific industries. The parties acknowledge and agree that the Recipients have no affirmative obligation under this Agreement to make a certain supply chain investment.

(e) **Duration of Reports.** The documentation identified in Sections 7(a) - (d) above shall cover each Period of the Zone.

(f) **Schedule of Reporting.**

<b>Annual Project Report Period Covered</b>	<b>Payroll and Verification Report Period Covered</b>	<b>Due Date</b>
1/1/2018 – 12/31/2018	1/1/2018 – 12/31/2018	4/1/2019
1/1/2018 – 12/31/2019	1/1/2019 – 12/31/2019	4/1/2020
1/1/2018 – 12/31/2020	1/1/2020 – 12/31/2020	4/1/2021
1/1/2018 – 12/31/2021	1/1/2021 – 12/31/2021	4/1/2022
1/1/2018 – 12/31/2022	1/1/2022 – 12/31/2022	4/1/2023
1/1/2018 – 12/31/2023	1/1/2023 – 12/31/2023	4/1/2024
1/1/2018 – 12/31/2024	1/1/2024 – 12/31/2024	4/1/2025
1/1/2018 – 12/31/2025	1/1/2025 – 12/31/2025	4/1/2026
1/1/2018 – 12/31/2026	1/1/2026 – 12/31/2026	4/1/2027
1/1/2018 – 12/31/2027	1/1/2027 – 12/31/2027	4/1/2028
1/1/2018 – 12/31/2028	1/1/2028 – 12/31/2028	4/1/2029
1/1/2018 – 12/31/2029	1/1/2029 – 12/31/2029	4/1/2030
1/1/2018 – 12/31/2030	1/1/2030 – 12/31/2030	4/1/2031
1/1/2018 – 12/31/2031	1/1/2031 – 12/31/2031	4/1/2032
1/1/2018 – 12/31/2032	1/1/2032 – 12/31/2032	4/1/2033

(g) Recipients must submit all required annual reports and other documentation in a timely manner. If Recipients fail to submit all reporting material within 365 days of the end of a taxable year, Recipients may not receive Tax Credits earned during that taxable year.

(h) The Recipients shall notify WEDC within thirty (30) days if any net Full-Time Jobs in Wisconsin are reduced or if any Full-Time Jobs are relocated out of Wisconsin.

(i) Should the Recipients request a substantive amendment to this Agreement, each Recipient shall provide WEDC with statewide payroll information covering the twelve (12) month period through the end of the most recent month prior to WEDC's receipt of the amendment request. If there has been a reduction in the Recipients' Full-Time Jobs in Wisconsin, the amendment request will be reviewed by WEDC's Awards Administration Committee and Board of Directors.

8. **Refund Eligibility.** Electronics and Information Technology Manufacturing Zone Tax Credits are refundable. If the amount of a Recipient's claim for Tax Credits submitted to the Department of Revenue in any tax year exceeds the taxes otherwise due on Recipient's income under Wis. Stat. § 71.23 for such year, then the amount of the claim that is not used to offset taxes shall be certified by the Department of Revenue to the Department of Administration and paid to Recipient by check, share draft or other draft.

9. **Limitations.** Wis. Stat. § 71.28(3wm) outlines the treatment of partnerships, limited liability companies, and tax-option corporations as it relates to the Tax Credits.

10. **Event of Default.** The occurrence of any one or more of the following events shall constitute an "Event of Default" for the purposes of this Agreement:

(a) Any Recipient or Guarantor supplies false or misleading information to WEDC to obtain Tax Credits under this Agreement.

(b) The Recipients leave the Zone to conduct substantially the same business outside of the Zone during the duration of this Agreement.

(c) The Recipients cease operations in the Zone during the duration of this Agreement and does not renew operation of the business or a similar business in the Zone within twelve (12) months.

(d) The Recipients fail to comply with or meet the obligations set forth in Section 4(c) or 4(e) of this Agreement; *provided, however*, solely for purposes of Section 10(d), in the event that the number of actual Full-Time Jobs exceed the amounts set forth in Exhibit C, Column B, the amount in excess shall accrue up to a maximum accrual of 3,000 Full-Time Jobs and such accrued jobs shall be applied in any future Periods where the actual Full-Time Jobs are less than the amounts set forth in Exhibit C, Column B up to a maximum of 1,500 per Period (the "Jobs Accrual"), and the Jobs Accrual shall be applied (if necessary) prior to determination if there is a default under Section 4(c) above.

Notwithstanding the foregoing, no Event of Default under Section 10(d) above shall occur if such circumstances shall occur due to forces beyond the control of the Recipients, relating to catastrophic accidents, acts of war or terrorism, civil or military disturbances, or natural



catastrophes, or unlawful (as determined by the NLRB or the WERC) work stoppage or labor strike.

(e) Any Recipient fails to comply with or perform, in any material respect, any of its obligations under this Agreement, without providing a satisfactory explanation, in WEDC's sole discretion, for the noncompliance.

(f) Any Recipient breaches any of its representations, warranties or covenants set forth in this Agreement.

(g) Any Guarantor is in default under the terms of the Guaranty or breaches any of its representations, warranties or covenants set forth in the applicable Guaranty.

(h) Any Recipient or Guarantor becomes insolvent or the subject of insolvency proceedings, fails generally to pay its debts as they become due or makes an assignment for the benefit of creditors; or a receiver, trustee, custodian or other similar official is appointed for, or takes possession of any substantial part of the property of, Recipient or the Guarantor.

(i) Any Recipient or Guarantor takes action to authorize such organization or person, as the case may be, to become the subject of proceedings under the United States Bankruptcy Code or of the protections of the insolvency laws of any other country; or the execution by Recipient or the Guarantor of a petition to become a debtor under the United States Bankruptcy Code or to receive the protections of the insolvency laws of any other country; or the filing of any involuntary petition against Recipient or the Guarantor under the United States Bankruptcy Code or the insolvency laws of any other country which remains undismissed for a period of 60 days; or the entry of an order for relief under the United States Bankruptcy Code against Recipient or the Guarantor or the entry of an order granting any of them protection under the insolvency laws of any other country.

(j) The Guaranty shall cease to be in full force and effect; or any Guarantor or any other person acting for on or behalf of the Guarantor shall deny or disaffirm the Guarantors' obligations under the Guaranty; or any Guarantor shall default in the due performance or observance of any term, covenant or agreement on its part to be performed or observed pursuant to the Guaranty, as the ability to collect against the Guaranty is a condition precedent to enter into the Tax Credit Agreement and to provide the tax incentives herein.

## **11. Remedies in Event of Default.**

(a) Upon the occurrence of any Event of Default, WEDC shall send a written notice of default to the Recipients, setting forth with reasonable specificity the nature of the default. If the Recipients fail to cure any such Event of Default to the reasonable satisfaction of WEDC within thirty (30) calendar days, WEDC may extend the cure period if WEDC determines, in its sole discretion, that the Recipients have begun to cure the Event of Default and diligently pursues such cure, or, without further written notice to the Recipients, declare the Recipients in default and exercise its rights under this Agreement, the Guaranty, and applicable law. The cure period shall in no event be extended more than one hundred eighty (180) days.

(b) Upon the occurrence of an Event of Default pursuant to any of Sections 10(a) - (d) above, and after the expiration of all applicable cure periods, WEDC shall, upon an additional thirty (30)



days prior written notice to the Recipients, revoke the Recipients' certification. WEDC and/or the Wisconsin Department of Revenue (DOR) may take action to recover from the Recipients each of the following (collectively, and together with any other obligations of the Recipients and Guarantors to WEDC, whether now existing or hereinafter arising, the "Secured Obligations"):

1. Tax Credits, verified by WEDC and claimed by the Recipients under this Agreement, as outlined in Exhibit C; and
2. All court costs and reasonable attorney's fees incurred by WEDC in terminating its obligations under this Agreement or in terminating the Agreement and recovering the amounts owed by Recipients under this provision, and, without limiting the foregoing, all reasonable costs and expenses incurred by WEDC in connection with collecting under the Guaranty.

(c) Upon the occurrence of an Event of Default pursuant to any of Sections 10(e) - (j) above, and after the expiration of all applicable cure periods, WEDC shall have the right, at its sole option, to revoke the Recipients' certification to claim any additional Tax Credits. WEDC and/or DOR will not recover any Tax Credits verified by WEDC and claimed by the Recipients under this Agreement so long as, for the duration of the Zone, an Event of Default set forth in any of Sections (a) - (d) of this Agreement has not occurred and continued through the expiration of applicable cure periods. To the extent that any Event of Default of Sections 10(a) - (d) has occurred with respect to any Recipient and has not been cured before the expiration of applicable cure periods, the Recipients will be subject to the remedies identified under Section 11(b).

After WEDC declares that the Recipients are in default pursuant to Section 11(b), WEDC may provide an invoice to Recipients outlining the repayment schedule which will require Tax Credits to be repaid on a quarterly basis at 0% interest rate ("Repayment Schedule"). The Repayment Schedule will require repayment over the same time period as the Tax Credits were verified under this Agreement or 8 years, whichever is shorter. If Recipients fail to timely pay any quarterly payment, WEDC will send a default notice to the Recipients. If payment is not received by WEDC within thirty (30) calendar days after the WEDC sends the default notice, then WEDC will pursue its rights and remedies against the Guarantors. The Guarantors will pay all outstanding payments due pursuant to the Repayment Schedule within thirty (30) calendar days of demand and will continue to timely pay on the Repayment Schedule. Notwithstanding the foregoing, WEDC retains the right to deny payment terms or to accelerate payment for any reason including but not limited to (i) an event of a default by any of the Guarantors, (ii) in the event WEDC is precluded from exercising rights under the Guaranty, (iii) in the event of the insolvency of any of Guarantors, (iv) if the failure to so proceed could cause WEDC to lose any rights or remedies at a later date, or (v) if WEDC, in its sole and absolute discretion, determines that failure to so proceed may jeopardize its ability to enforce and/or realize repayment under this Agreement or the Guaranty.

**12. Recipients' Warranties, Representations and Covenants.** In addition to the other provisions of this Agreement, to induce WEDC to enter into this Agreement to allocate Electronics and Information Technology Manufacturing Zone Tax Credits, each Recipient

warrants and represents and covenants that as of the Effective Date and at all times while this Agreement remains in effect:

(a) The Recipient is duly organized, validly existing and in good standing under the laws of the State in which the Recipient is organized and is properly authorized to engage in business in the State of Wisconsin.

(b) The Recipient is qualified to engage in business in every jurisdiction where the nature of its business makes such qualification necessary.

(c) The Recipient complies with all laws, regulations, ordinances and orders of public authorities applicable to it, the violation of which would have a material and adverse effect on the Recipient's ability to perform its obligations under this Agreement or to otherwise engage in its business.

(d) The financial statements and other information provided by the Recipient to WEDC are complete and accurate in accordance in all material respects with Generally Accepted Accounting Principles where applicable, and have been relied on by WEDC in deciding whether to enter into this Agreement and to continue its obligations under this Agreement.

(e) There are no actions, suits or proceedings, whether litigation, arbitration, or administrative, pending or threatened against or affecting the Recipient which, if adversely determined, would individually or in the aggregate materially impair the ability of the Recipient to perform any of its obligations under this Agreement or adversely affect the financial condition or the assets of the Recipient (including that in which WEDC has a security interest).

(f) The Recipient is unaware of any conditions which could subject it to any damages, penalties or clean-up costs under any federal or state environmental laws which would have a material and adverse effect on the Recipient's ability to comply with this Agreement or on its business or assets (including those in which WEDC has a security interest).

(g) The Recipient has, or will acquire before commencing any work for which they are required, all necessary permits, licenses, certificates or other approval, governmental or otherwise, necessary to operate its business and own and operate its assets, all of which are in full force and effect and not subject to proceedings to revoke, suspend, forfeit or modify.

(h) The Recipient has filed when due all federal and state income and other tax returns required to be filed by the Recipient and has paid all taxes shown thereon to be due. The Recipient has no knowledge of any uncompleted audit of the returns or assessment of additional taxes thereon.

(i) The Recipient and the undersigned officer thereof has all necessary or requisite power and authority to execute and deliver this Agreement and to consummate the transactions provided for herein and therein.

(j) The execution and delivery by the Recipient of this Agreement and the performance by the Recipient of the obligations to be performed hereunder and thereunder have been duly authorized by all necessary action of the Recipient and no other proceedings on the part of the Recipient are

necessary to authorize this Agreement or to consummate the transactions contemplated hereby. This Agreement has been duly and validly executed and delivered.

(k) The Recipient's business requires most of the employees hired for the Project to perform their services in the Zone; and as a result the Recipient expects and is committed to providing significant job opportunities for Wisconsin residents.

(l) The Recipient is not making these representations and warranties and covenants specifically based upon information furnished by WEDC.

(m) These warranties and representations herein are true and accurate as of the date of this Agreement, and shall survive the execution thereof.

(n) This Agreement is a valid and binding obligation, enforceable against the Recipient in accordance with its terms.

(o) The information disclosed to WEDC in the course of WEDC's evaluation of the Recipient's eligibility for Tax Credits does not contain any untrue statement of a material fact or omit to state a material fact necessary in order to make the statements contained therein, taken as a whole and in light of the circumstances under which they were made, not misleading.

(p) No filing has been made with any state authority of a decree of dissolution with respect to the Recipient.

(q) None of the equity owners, managers, or officers of the Recipient have taken any action authorizing the liquidation or dissolution of the Recipient.

(r) The execution and delivery and performance of this Agreement and the consummation of the transactions contemplated hereby and thereby (i) will not violate any law or any order of any governmental authority, in each case applicable to the Recipient or by which any of its properties are bound or affected, (ii) will not require any authorization, consent, approval, exemption or other action by or notice to any governmental authority or (iii) do not and will not, with or without the giving of notice or the passage of time, conflict with, result in or constitute a breach, default, right to accelerate or loss of rights under, or result in the creation of any lien or encumbrance pursuant to, [a] the terms or conditions of Recipient's organizational documents or [b] any contract or instrument to which the Recipient is a party or by which the Recipient or its business are bound or affected.

(s) Each Recipient, each subsidiary of each Recipient and each person that directly or indirectly owns any equity interests in the Recipient is in compliance (collectively, "Compliant Person") with all U.S. economic sanctions laws, Executive Orders and implementing regulations as promulgated by the U.S. Treasury Department's Office of Foreign Assets Control ("OFAC"), and all applicable anti-money laundering and counter-terrorism financing provisions of the Bank Secrecy Act and all regulations issued pursuant to it. No Compliant Person (i) is a person designated by the U.S. government on the list of the Specially Designated Nationals and Blocked Persons (the "SDN List") with which a U.S. person cannot deal with or otherwise engage in business transactions, (ii) is a person who is otherwise the target of U.S. economic sanctions laws such that a U.S. person cannot deal or otherwise engage in business transactions with such person



or (iii) is controlled by (including by virtue of such person being a director or owning voting shares or interests), or acts, directly or indirectly, for or on behalf of, any person on the SDN List or a foreign government that is the target of U.S. economic sanctions prohibitions such that the entry into, or performance under, this Agreement would be prohibited under U.S. law.

**13. Wisconsin Open Records Law and Confidential Documents.** Each Recipient understands that this Agreement and other materials submitted to WEDC may constitute public records subject to disclosure under Wisconsin's Open Records Law, § 19.31-.39.

**14. Additional Requirements.**

(a) **Project and Financial Records.** Each Recipient shall prepare, keep and maintain such records as may be reasonably required to validate the Recipient's claim and performance under this Agreement, whether conducted by the Recipient or by a third-party conducting Project-related activities on behalf of the Recipient, and the performance reports provided to WEDC. All of the Recipient's financial records shall be complete and accurate, and prepared, kept, and maintained in accordance with Generally Accepted Accounting Principles. Each Recipient shall provide financial and project records to WEDC during the term of this Agreement, including (a) quarterly company-prepared financial statements acceptable to WEDC in form and substance within 45 days after the end of each fiscal quarter of the Recipient, (b) annual financial statements, audited by certified public accountants acceptable to WEDC, within 120 days after the end of each fiscal year of the Recipient, and (c) other materials and information as may be requested by WEDC. Each Recipient shall also provide WEDC with its Unemployment Insurance Filing, Form UCT 101e. Such materials shall be retained by the Recipient for a period of at least three (3) years after January 1, 2033.

(b) **Inspection.**

(i) WEDC and its respective agents, shall, upon forty-eight (48) hours' advance written notice to a Recipient, have the right to enter the Recipient's premises, during normal business hours, to inspect the Recipient's operations and documentation relating to this Agreement, provided, however, that such access does not unreasonably disrupt the normal operations of the Recipient.

(ii) Each Recipient shall produce for inspection, examination, auditing and copying by WEDC and its agents, upon reasonable advance notice, any and all records which relate to this Agreement, whether held by the Recipient or by a third-party conducting Project-related activities on behalf of the Recipient.

(iii) WEDC reserves the right to conduct physical site visits of the Project during the term of this Agreement.

(c) **Authorization to Access Records.** Each Recipient hereby authorizes WEDC to access information the Recipient has submitted to the Wisconsin Departments of Revenue and Workforce Development and use such information in assessing the Recipient's performance under this Agreement for the duration of this Agreement. The Recipient also authorizes WEDC to share

information submitted by the Recipient with the Wisconsin Departments of Revenue and Workforce Development.

(d) **Consolidation or Merger.** During the term of this Agreement, each Recipient shall provide written notice to WEDC at least thirty (30) days in advance of any consolidation or merger with or into any other related or unrelated corporation or business entity. Recipient may not assign or transfer this Agreement, or any of the rights and benefits or obligations arising therefrom, without WEDC's prior written consent, which may be provided, withheld or conditioned in WEDC's reasonable discretion. With regards to any consolidation, merger, assignment or transfer, WEDC shall have the right to stop certifying Tax Credits until it is satisfied, in its reasonable discretion, that adequate measures are in place to guarantee the Recipients' obligations under this Agreement. The Recipients shall notify WEDC within thirty (30) days if Hon Hai or SIO International ceases to hold, directly or indirectly, an equity interest in the Recipients of more than 50%.

(e) **Public Announcement.** The Recipients and WEDC shall agree to the form, content and timing of any public announcement of this Agreement.

(f) **WEDC's Commitment.** This commitment represents the extent of WEDC's participation in the Project.

15. **Conflicts.** In the event of any conflict between the provisions of this Agreement and any accompanying documents, the terms of this Agreement control.

16. **Choice of Law.** **THIS AGREEMENT AND ALL DISPUTES BETWEEN THE PARTIES TO THIS AGREEMENT RELATING TO OR ARISING FROM IT OR TO THE NEGOTIATION, PERFORMANCE OR ENFORCEMENT OF IT, – WHETHER SOUNDING IN CONTRACT LAW OR OTHERWISE – SHALL BE GOVERNED BY, AND SHALL BE CONSTRUED AND ENFORCED PURSUANT TO, THE SUBSTANTIVE AND PROCEDURAL LAWS OF THE STATE OF WISCONSIN.**

17. **Venue, Jurisdiction.** Any judicial action relating to the construction, interpretation, or enforcement of this Agreement, or the recovery of any principal, accrued interest, court costs, attorney's fees and other amounts owed hereunder, shall be brought and venued in the U.S. District Court for the Western District of Wisconsin or the Dane County Circuit Court in Madison, Wisconsin. **EACH PARTY HEREBY CONSENTS AND AGREES TO JURISDICTION IN THOSE WISCONSIN COURTS, AND WAIVES ANY DEFENSES OR OBJECTIONS THAT IT MAY HAVE ON PERSONAL JURISDICTION, IMPROPER VENUE OR FORUM NON CONVENIENS.**

18. **LIMITATION OF LIABILITY.** **EACH RECIPIENT HEREBY WAIVES ANY RIGHT IT MAY HAVE TO CLAIM OR RECOVER FROM WEDC ANY SPECIAL, EXEMPLARY, PUNITIVE, CONSEQUENTIAL, OR DAMAGES OF ANY OTHER NATURE OTHER THAN ACTUAL DAMAGES INCURRED OR SUFFERED BY RECIPIENT.**



19. **Severability.** If any provision of this Agreement is held invalid or unenforceable by any Governmental Body of competent jurisdiction, such invalidity or unenforceability shall not invalidate the entire Agreement. Instead, this Agreement shall be construed as if it did not contain the particular provision or provisions held to be invalid or unenforceable, and an equitable adjustment shall be made and necessary provisions added so as to give effect to the intention of the parties as expressed in this Agreement at the time of the execution of this Agreement and of any amendments to this Agreement. In furtherance of and not in limitation of the foregoing, the parties expressly stipulate that this Agreement shall be construed in a manner which renders its provisions valid and enforceable to the maximum extent (not exceeding its express terms) possible under applicable law. "Governmental Body" means any federal, state, local, municipal, foreign or other government; courts, arbitration commission, governmental or quasi-governmental authority of any nature; or an official of any of the foregoing.
20. **Joint and Several Liability.** All Recipients shall be jointly and severally liable with respect to all representations, warranties, covenants and other obligations undertaken by a Recipient or Recipients in this Agreement. Without limiting the general application of the foregoing, the parties specifically agree that each Recipient is jointly and severally liable with other Recipients for the Secured Obligations and other sums payable or owing to WEDC under this Agreement. WEDC's performance of its obligations under this Agreement to one Recipient constitutes performance of the obligations to all Recipients.
21. **Remedies Cumulative.** The rights and remedies of WEDC set forth herein shall be in addition to any rights or remedies which WEDC may otherwise have.
22. **WEDC Not a Joint Venturer or Partner.** WEDC shall not, under any circumstances, be considered or represented to be a partner or joint venturer of the Recipient or any beneficiary thereof.
23. **Captions.** The captions and headings in this Agreement are for convenience of reference only and shall not define or limit any of the terms and conditions set forth herein.
24. **No Waiver.** No failure or delay on the part of WEDC in exercising any power or right under this Agreement shall operate as a waiver, nor shall any single or partial exercise of any such power or right preclude any other exercise of any other power or right.
25. **Entire Agreement; Assignment by WEDC.** This Agreement (including all exhibits), and the Guaranty embody the entire agreement of the parties concerning WEDC's and the Recipients' obligations related to the subject of this Agreement. This Agreement may not be amended, modified or altered except in writing signed by the Recipients and WEDC. This Agreement supersedes all prior agreements and understandings between the parties related to the subject matter of this Agreement. Except to another agency or governmental unit of the State of Wisconsin, WEDC may not assign this Agreement without the prior written consent of the Recipients.

## 26. Recipient's Agent.

(a) **Appointment of Recipient's Agent.** Each Recipient hereby appoints FEWI Development Corporation (the "Recipient's Agent") as its agent and its true and lawful attorney-in-fact, with full power and authority in its name and on its behalf, and the Recipient's Agent hereby accepts such appointment, to do the following:

- i. Ensure each of the Recipient's compliance and performance under this Agreement;
- ii. Provide all required reporting pursuant to Section 7 under this Agreement to WEDC, consolidated on behalf of all Recipients;
- iii. Receive all notices related to this Agreement at the address set forth below the signature block of this Agreement

This appointment will not be terminated by any act of any Recipient or by operation of law, whether by the death, dissolution, or incapacity of any Recipient or by the occurrence of any other event. Each Recipient hereby consents to the taking of any and all actions and the making of any decisions required or permitted to be taken or made by the Recipient's Agent pursuant to this Section 26.

(b) **WEDC Reliance.** WEDC is entitled to rely on any document or other paper delivered by the Recipient's Agent as being authorized by the Recipients, and WEDC will not be liable to any Recipient for any action taken or omitted to be taken by WEDC based on such reliance.

(c) **Replacement of Recipient's Agent.** Until all obligations under this Agreement have been discharged, from time to time and for any reason, upon notice to WEDC, the Recipients may appoint a new Recipient's Agent by a writing signed by all Recipients. If the Recipient's Agent resigns as the Recipient's Agent, and the Recipients do not appoint a successor by a writing signed by all Recipients within 15 days after a request from WEDC, WEDC may appoint a Recipient's Agent from among the Recipients to fill any vacancy so created by notice of such appointment to the Recipients.

IN WITNESS WHEREOF, WEDC and the Recipients have caused their duly authorized representatives to execute and deliver this Agreement effective the date set forth next to WEDC's signature below.

**WISCONSIN ECONOMIC DEVELOPMENT CORPORATION**

By: DRAFT ONLY – NOT FOR EXECUTION \_\_\_\_\_ Date \_\_\_\_\_  
Mark R. Hogan  
Secretary & CEO

**SIO INTERNATIONAL WISCONSIN, INC.**

By: DRAFT ONLY – NOT FOR EXECUTION \_\_\_\_\_ Date \_\_\_\_\_  
Name: Louis Woo, PhD  
Title:

**FEWI DEVELOPMENT CORPORATION**

By: DRAFT ONLY – NOT FOR EXECUTION \_\_\_\_\_ Date \_\_\_\_\_  
Name: Louis Woo, PhD  
Title:

**AFE, INC.**

By: DRAFT ONLY – NOT FOR EXECUTION \_\_\_\_\_ Date \_\_\_\_\_  
Name: Louis Woo, PhD  
Title:

**ACKNOWLEDGED BY:**

**HON HAI PRECISION INDUSTRY CO LTD**

By: DRAFT ONLY – NOT FOR EXECUTION \_\_\_\_\_ Date \_\_\_\_\_  
Name: Gou, Tai-ming (Terry Gou)  
Title: Chairman and President



**SIO INTERNATIONAL HOLDINGS LIMITED**

By: DRAFT ONLY – NOT FOR EXECUTION

Name: Gou, Tai-ming (Terry Gou)  
Title: Chairman and President

\_\_\_\_\_  
Date

**TAI-MING GOU (TERRY GOU)**

By: DRAFT ONLY – NOT FOR EXECUTION

Name: Gou, Tai-ming (Terry Gou)

\_\_\_\_\_  
Date

**BY AND ON BEHALF OF THE STATE OF WISCONSIN**

By: DRAFT ONLY – NOT FOR EXECUTION

Name: Scott K. Walker  
Title: Governor

\_\_\_\_\_  
Date

Notices to the Recipients hereunder shall be effective upon mailing by first class mail, postage prepaid, and addressed to the following person and address or such other person and address as the Recipients may designate in writing:

FEWI Development Corporation  
c/o Michael Best & Friedrich LLP  
100 East Wisconsin Avenue, 33<sup>rd</sup> Floor  
Milwaukee, WI 53202  
Attn: Scott C. Beightol, Esq.

Notices to WEDC hereunder shall be effective upon mailing by first class mail, postage prepaid, and addressed as follows:

Wisconsin Economic Development Corporation  
Division of Credit & Risk  
P.O. Box 1687  
Madison, WI 53701  
Attn: EIMTZ  
Contract # EZ FY18-23932

**EXHIBIT A**  
**TAX CREDIT DISBURSEMENT SCHEDULE FOR JOB CREATION TAX CREDITS**

Column A	Column B	Column C	Column D	Column E	Column F
Period	Minimum Cumulative Full-Time Jobs to Qualify (Percentage of Target Jobs) ("Minimum Jobs")	Cumulative Full-Time Jobs Target to Obtain Total Job Creation Credits in Column D ("Target Jobs")	Maximum Target Job Creation Credits ("Jobs Credits")	Maximum Carryforward in each period ("Carryforward")	Cumulative Job Creation Credit ("Cumulative Jobs Credits")
01/01/18 – 12/31/18	260 (25%)	1040	\$ 9,500,000		\$ 9,500,000
01/01/19 – 12/31/19	520 (25%)	2080	\$ 19,100,000	\$ 9,500,000	\$ 28,600,000
01/01/20 – 12/31/20	1,820 (35%)	5200	\$ 47,800,000	\$ 19,100,000	\$ 76,400,000
01/01/21 – 12/31/21	3,640 (40%)	9100	\$ 84,000,000	\$ 20,000,000	\$ 160,400,000
01/01/22 – 12/31/22	5,200 (40%)	13000	\$ 120,300,000	\$ 20,000,000	\$ 280,700,000
01/01/23 – 12/31/23	7,150 (55%)	13000	\$ 120,600,000	\$ 20,000,000	\$ 401,300,000
01/01/24 – 12/31/24	7,800 (60%)	13000	\$ 120,900,000	\$ 20,000,000	\$ 522,200,000
01/01/25 – 12/31/25	8,450 (65%)	13000	\$ 121,100,000	\$ 20,000,000	\$ 643,300,000
01/01/26 – 12/31/26	9,100 (70%)	13000	\$ 121,500,000	\$ 40,000,000	\$ 764,800,000
01/01/27 – 12/31/27	10,400 (80%)	13000	\$ 121,700,000	\$ 40,000,000	\$ 886,500,000
01/01/28 – 12/31/28	10,400 (80%)	13000	\$ 122,000,000	\$ 40,000,000	\$ 1,008,500,000
01/01/29 – 12/31/29	10,400 (80%)	13000	\$ 122,300,000	\$ 40,000,000	\$ 1,130,800,000
01/01/30 – 12/31/30	10,400 (80%)	13000	\$ 122,700,000	\$ 40,000,000	\$ 1,253,500,000
01/01/31 – 12/31/31	10,400 (80%)	13000	\$ 123,000,000	\$ 40,000,000	\$ 1,376,500,000
01/01/32 – 12/31/32	10,400 (80%)	13000	\$ 123,500,000	\$ 40,000,000	\$ 1,500,000,000
<b>Total Maximum Job Creation Tax Credits*</b>					<b>\$1,500,000,000</b>
*Subject to the eligibility requirements outlined in the Agreement and in Wisconsin law.					<b>US</b>



**EXHIBIT B**  
**TAX CREDIT DISBURSEMENT SCHEDULE FOR**  
**CAPITAL INVESTMENT TAX CREDITS**

<b>Column A</b>	<b>Column B</b>	<b>Column C</b>
<b>Period</b>	<b>Capital Investment Full-Time Jobs Target to Earn Maximum Capital Investment Tax Credits (Percentage of "Target Jobs" from Exhibit A)</b>	<b>Maximum Capital Investment Tax Credits</b>
1/1/2019 – 12/31/2019	520 (25%)	\$192,857,143
1/1/2020 – 12/31/2020	1,820 (35%)	\$192,857,143
1/1/2021 – 12/31/2021	3,640 (40%)	\$192,857,143
1/1/2022 – 12/31/2022	5,200 (40%)	\$192,857,143
1/1/2023 – 12/31/2023	7,150 (55%)	\$192,857,143
1/1/2024 – 12/31/2024	7,800 (60%)	\$192,857,143
1/1/2025 – 12/31/2025	8,450 (65%)	\$192,857,142
<b>Total Maximum Capital Investment Tax Credits*</b> <small>*Subject to the eligibility requirements outlined in the Agreement and in Wisconsin law.</small>		<b>\$1,350,000,000 USD</b>

Capital Investment Tax Credits can be carried forward as set forth in the Section 6(b).

Example:

If, in Period 1 (ending 12/31/19), the Recipients have 520 Full-Time Jobs but due to capital investment made in that year the Recipients only earn \$172,857,143 of the \$192,857,143 under Exhibit B, Column C, then \$20,000,000 would be included in the Cap Ex Carryforward.

In Period 2 (ending in 12/31/20), the Recipients do not have the 1,820 Full-Time Jobs identified in Exhibit B, Column C. There would be no additional Cap Ex Carryforward for Period 2; but the \$20,000,000 from Period 1 continues to be carried forward.

In Period 3 (ending in 12/31/21), the Recipients have 3,640 Full-Time Jobs identified in Exhibit B, Column C. Recipients would be entitled to \$212,857,143 (\$20,000,000 in Cap Ex Carryforward plus \$192,857,143) in Capital Investment Tax Credits for Period 3 to the extent that the Recipients have otherwise earned the full amount of Capital Investment Tax Credits calculated pursuant to Section 6(b).

If, in Period 3, Recipients had \$100,000,000 in Cap Ex Carryforward, then Recipients would be entitled to \$289,257,143 (\$96,400,000 in Cap Ex Carryforward plus \$192,857,143) in Capital Investment Tax Credits for Period 3 with a \$3,600,000 Cap Ex Carryforward to the extent that the Recipients have otherwise earned the full amount of Capital Investment Tax Credits calculated pursuant to Section 6(b).



**EXHIBIT C**  
**CLAWBACK SCHEDULE**

Column A	Column B	Column C	Column D
Period	# of Full-Time Jobs	Maximum Recovery Payment - Sections 10(d)	Maximum Recovery Payment - Sections 10(a) - (c)
01/01/18 – 12/31/18		\$ -	100% of credits verified to date
01/01/19 – 12/31/19		\$ -	100% of credits verified to date
01/01/20 – 12/31/20	1,300*	\$ -	100% of credits verified to date
01/01/21 – 12/31/21	2,275*	\$ -	100% of credits verified to date
01/01/22 – 12/31/22	4,000*	\$ -	100% of credits verified to date
01/01/23 – 12/31/23	5,850	\$ 500,000,000	\$ 965,000,000
01/01/24 – 12/31/24	6,500	\$ 500,000,000	\$ 965,000,000
01/01/25 – 12/31/25	6,500	\$ 500,000,000	\$ 965,000,000
01/01/26 - 12/31/26	6,500	\$ 400,000,000	\$ 772,000,000
01/01/27 - 12/31/27	6,500	\$ 350,000,000	\$ 675,500,000
01/01/28 – 12/31/28	6,500	\$ 300,000,000	\$ 579,000,000
01/01/29 – 12/31/29	6,500	\$ 250,000,000	\$ 386,000,000
01/01/30 – 12/31/30	6,500	\$ 250,000,000	\$ 386,000,000
01/01/31 – 12/31/31	6,500	\$ 250,000,000	\$ 386,000,000
01/01/32 – 12/31/32	6,500	\$ 250,000,000	\$ 386,000,000
* In this period, not meeting the jobs number is not an event of default. The number listed is a target and all Full-Time Jobs over this may be accumulated subject to a maximum of 3,000 jobs, as referenced in the default language of the contract.			

The guarantors have agreed to the following split with regards to their liability under the Agreement and Guaranty:

Hon Hai	75% of applicable Maximum Recovery Payment under <u>Exhibit C, Column C or D.</u>
SIO International and Terry Gou	25% of applicable Maximum Recovery Payment under <u>Exhibit C, Column C or D.</u>

Example:

If, in Period 6 (ending 12/31/23), there is an event of default under Section 10(a) and the Recipients do not make payments as required under the Agreement, WEDC would pursue payment from the Guarantors under the terms of the Agreement and Guaranty.

In Period 6, the Maximum Recovery Payment under Exhibit C, Column D is \$965,000,000.

Hon Hai has agreed to pay 75% of the Maximum Recovery Payment under Exhibit C, Column C or D. As a result, WEDC would have the right to pursue a revocation, under Hon Hai's guarantee, in an amount up to \$723,750,000 (\$965,000,000 x 75%).

SIO International and Terry Gou have agreed to pay collectively 25% of the Maximum Recovery Payment under Exhibit C, Column C or D. As a result, WEDC would have the right to pursue a revocation, under SIO International and Terry Gou's guarantee, in an amount up to \$241,250,000 (\$965,000,000 x 25%).

**EXHIBIT D**  
**ZONE DESIGNATION**

All of Sections 30, 31, 32 and 33, and part of Sections 19, 20, and 29, all in Township 3 North, Range 22 East, Village of Mount Pleasant, Racine County, Wisconsin, being more particularly described as follows:

Beginning at the southwest corner of said Section 31, thence North, coincident with the west line of said Section 31, 5330 feet more or less to the southwest corner of said Section 30; thence North, coincident with the west line of said Section 30, 5297 feet more or less to the southwest corner of said Section 19; thence North coincident with the west line of said Section 19, 4000 feet more or less to the north line of parcel number 03-22-19-008-000; thence East coincident with said north line, 1088 feet to the west line of said parcel; thence North coincident with said west line, 1298 feet to the North line of said Section 19; thence East, coincident with the north line of said Section 19, 4062 feet more or less to the northwest corner of said Section 20; thence East, coincident with the north line of said Section 20, 5290 feet more or less to the northeast corner of said Section 20, and a north-south line of the Village of Mount Pleasant; thence South, coincident with the east line of the Northeast 1/4 of said Section 20, and also coincident with said north-south line, 2648 feet more or less to the southeast corner of said Northeast 1/4 of Section 20; thence West, coincident with an east-west line of the Village of Mount Pleasant and the south line of said Northeast 1/4 of said Section 20, 2648 feet more or less to the southwest corner of the Northeast 1/4 of said Section 20; thence South, coincident with a north-south line of the Village of Mount Pleasant and the east line of the Southwest 1/4 of said Section 20, 2270 feet more or less to the north line of a railroad right of way; thence Northeasterly coincident with a northeast-southwest line of the Village of Mount Pleasant and said north railroad right of way line, 1335 feet more or less to the east line of the west 1/2 of the Southeast 1/4 of said Section 20; thence South coincident with a north-south line of the Village of Mount Pleasant and said east line, 600 feet more or less to the south line of said Section 20; thence South coincident with a north-south line of the Village of Mount Pleasant and the east line of the West 1/2 of the East 1/2, of said Section 29, 5294 feet more or less to the north line of said Section 32; thence East coincident with an east-west line of the Village of Mount Pleasant and the north line of said Section 32, 1330 feet more or less to the northwest corner of said Section 33; thence East coincident with an east-west line of the Village of Mount Pleasant and the north line of said Section 33, 5304 feet more or less to the northeast corner of said Section 33; thence South coincident with the east line of said Section 33, 5287 feet more or less to the southeast corner of said Section 33; thence West coincident with the south line of said Section 33, 5284 feet more or less to the southeast corner of said Section 32; thence West coincident with the south line of said Section 32, 5299 feet more or less to the southeast corner of said Section 31; thence West coincident with the south line of said Section 31, 5187 feet more or less to the point of beginning.



## EXHIBIT E

### SAMPLE PERFORMANCE REPORT

(SAMPLE ONLY- You will be sent a report to complete 30 days before the due date)

**PLEASE RETURN YOUR COMPLETED REPORT AND REQUIRED SUPPORTING DOCUMENTATION**

TO: [reporting@wedc.org](mailto:reporting@wedc.org)

PROJECT INFORMATION		
<b>CONTRACT #:</b> <b>AWARDEE:</b> <b>PROJECT SITE:</b>	<b>REPORTING DESIGNEE:</b> Email:	<b>REPORTING PERIOD:</b> -
<b>PROJECT FUNDING</b>	<b>Planned</b>	<b>Actual for reporting period</b>
<b>TOTAL PROJECT BUDGET</b>	\$	\$
Awardee ( ) Direct Expenditures	please enter → amounts	\$
Other Privately Funded Expenditures (investors, financial institutions)		\$
Other Publicly Funded Expenditures (state, federal, other public aid)		\$
<b>TOTAL PROJECT EXPENDITURES</b>	\$	\$
<b>WEDC AWARD INFORMATION</b>	<b>Eligible</b>	<b>Verified</b>
WEDC Tax Credits	\$	\$
<b>SUMMARY OF PROGRESS</b>		
Provide a comprehensive summary of project activities that have been accomplished as of the end of the reporting period. Please describe any progress towards project deliverables, as well as any factors that may have had an adverse effect on the project or slowed progress on expected performance. Briefly address project plans for the coming year including what steps will be taken to ensure performance within agreed-upon timelines. Attach additional pages if needed. Percentage Completion of Project: ____% What project activities have been completed as of the end of the reporting period, and which would not have occurred if not for WEDC assistance? _____ What contract deliverables were completed during the reporting period? (Please provide an explanation for any deliverables that were not met) _____ What actions are being taken within the next year to ensure contractual performance? _____		
<b>GENERAL CERTIFICATIONS</b>		
Position Openings were posted with the Wisconsin Department of Workforce Development, Job Service and/or Workforce Development Board. <input type="checkbox"/> Yes <input type="checkbox"/> No (if No, attach a description of your organization's hiring process) Jobs have not been reduced at other locations in the State in order to increase jobs at this project site. <input type="checkbox"/> Yes <input type="checkbox"/> No (if No, attach an explanation) No WEDC funds were utilized to outsource jobs from the state of Wisconsin. <input type="checkbox"/> Agree <input type="checkbox"/> Disagree (attach an explanation) Eligible Employee are offered retirement, health, and other benefits <input type="checkbox"/> Yes <input type="checkbox"/> No (if No, attach an explanation)		
<b>SUPPORTING DOCUMENTATION</b>		
As required by your contract, please attach the following documentation to this report and indicate which are being submitted below: <input type="checkbox"/> Payroll Report (Instructions): Tax Year End: ____ / ____ / ____ <input type="checkbox"/> Capital Expenditure Report Dated: ____ / ____ / ____ <input type="checkbox"/> UCT-101e Unemployment Insurance Filing from the Department of Workforce Development		
<b>PRINCIPAL/PROJECT DIRECTOR AFFIDAVIT</b>		
As the authorized representative for this project, I hereby attest and certify that the information provided in this report and all documentation submitted is true and correct to the best of my knowledge. _____ <div style="text-align: right;">rptid:</div>		

<b>PROJECT INFORMATION</b>	
(SIGNATURE) _____	WEDC Review
(PRINT NAME) _____ (EMAIL ADDRESS) _____	

<b>SUPPLY CHAIN PURCHASES</b>	<b>Planned</b>	<b>Actual</b>
Purchase a specific amount of goods from Wisconsin suppliers.	\$ _____	\$ _____
<b>Purchase Breakdown</b>		
Number of Wisconsin Suppliers of Goods Purchased	# Suppliers _____	

**From:** [Mark Hogan](#)  
**To:** [Zimmerman, Maddie - GOV](#); [Baldauff, Melissa - GOV](#); [Brennan, Joel - DOA](#); [Barca, Peter W - DOR](#); [Gau, Maggie M - GOV](#)  
**Cc:** [Bullington, Theresa M - DOR \(Teri\)](#); [Hochkammer, Debbie - DOA](#)  
**Subject:** Re: 2:30 call today  
**Date:** Thursday, January 31, 2019 1:38:03 PM

---

Thanks, Maddie. I will be calling in.

Get [Outlook for iOS](#)

---

**From:** Zimmerman, Maddie - GOV <maddie.zimmerman1@wisconsin.gov>  
**Sent:** Thursday, January 31, 2019 1:33 PM  
**To:** Baldauff, Melissa - GOV; Brennan, Joel - DOA; Barca, Peter W - DOR; Mark Hogan; Gau, Maggie M - GOV  
**Cc:** Bullington, Theresa M - DOR (Teri); Hochkammer, Debbie - DOA  
**Subject:** RE: 2:30 call today

Hi all,

Here's the call in number for the call at 2:30:

  
Enter the access code: 

Sec.-designee Barca and Mr. Hogan, if you'd like to come to the Governor's office for this meeting, you are welcome to.

Best,  
Maddie

---

**From:** Baldauff, Melissa - GOV <melissa.baldauff@wisconsin.gov>  
**Sent:** Thursday, January 31, 2019 1:27 PM  
**To:** Zimmerman, Maddie - GOV <maddie.zimmerman1@wisconsin.gov>  
**Subject:** 2:30 call today

Hi Maddie,

Can you please set up a call at 2:30 today for me, Maggie, Joel Brennan, Peter Barca, and Mark Hogan?

Thanks,



Melissa

**From:** [Erdman, David R - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#); [Torhorst, Tia S - DOA](#); [Pahnke, Brian D - DOA](#); [Miller, Katherine C - DOA](#); [Adomakoh, Joseph III - DOA](#); [Heintz, Aaron M - DOA](#); [Grinde, Kirsten - DOA](#)  
**Subject:** FW: Confidential: Moody's Draft Research for your review  
**Date:** Thursday, January 31, 2019 2:39:48 PM  
**Attachments:** [Moody's Wisconsin Sector Comment.pdf](#)  
[image002.png](#)

---

Attached is final released Moody's sector report addressing news from two weeks ago re: job numbers. Thanks.



**DAVID ERDMAN** | Capital Finance Director  
Department of Administration  
Division of Executive Budget and Finance  
[David.Erdman@wisconsin.gov](mailto:David.Erdman@wisconsin.gov)  
[doa.wi.gov/CapitalFinance](http://doa.wi.gov/CapitalFinance)  
Direct: (608) 267-0374

---

**From:** Grundleger, Joshua <Joshua.Grundleger@moodys.com>  
**Sent:** Thursday, January 31, 2019 9:05 AM  
**To:** Erdman, David R - DOA <David.Erdman@wisconsin.gov>  
**Cc:** Claes, Natalie <Natalie.Claes@moodys.com>; Anthony, Katie <Katie.Anthony@moodys.com>  
**Subject:** RE: Confidential: Moody's Draft Research for your review

Dear David,

The report has been published and is available here. Let me know if you have any further questions.

[https://www.moodys.com/researchdocumentcontentpage.aspx?docid=PBM\\_1159210](https://www.moodys.com/researchdocumentcontentpage.aspx?docid=PBM_1159210)

Hope you can stay (somewhat) warm!

Josh

-----  
Moody's monitors email communications through its networks for regulatory compliance purposes and to protect its customers, employees and business and where allowed to do so by applicable law. The information contained in this e-mail message, and any attachment thereto, is confidential and may not be disclosed without our express permission. If you are not the intended recipient or an employee or agent responsible for delivering this message to the intended recipient, you are hereby notified that you have received this message in error and that any review, dissemination, distribution

or copying of this message, or any attachment thereto, in whole or in part, is strictly prohibited. If you have received this message in error, please immediately notify us by telephone, fax or e-mail and delete the message and all of its attachments. Every effort is made to keep our network free from viruses. You should, however, review this e-mail message, as well as any attachment thereto, for viruses. We take no responsibility and have no liability for any computer virus which may be transferred via this e-mail message.

-----

## SECTOR COMMENT

31 January 2019

✓ Rate this Research

### Analyst Contacts

Katie Anthony +1.312.706.9952  
 Associate Lead Analyst  
 katie.anthony@moodys.com

Natalie Claes +1.312.706.9973  
 Associate Lead Analyst  
 natalie.claes@moodys.com

Joshua Grundleger +1.212.553.1791  
 Analyst  
 joshua.grundleger@moodys.com

### CLIENT SERVICES

Americas	1-212-553-1653
Asia Pacific	852-3551-3077
Japan	81-3-5408-4100
EMEA	44-20-7772-5454

State and local government - Wisconsin

## Foxconn's missed job creation target is credit negative for Mount Pleasant, Racine County and Wisconsin

On 17 January, electronics manufacturer Foxconn announced it had missed the first job creation target related to the investment and incentive agreement it entered last year with the state of [Wisconsin](#) (Aa1 stable) and some of its local governments. Despite [ongoing investment in facilities and properties throughout the state](#), Foxconn created only 178 of the minimum 260 jobs needed to receive the first round of state tax credits, about \$9.5 million. The missed target highlights the project's risks to [Racine County](#) (Aa2 negative) and the village of [Mount Pleasant](#) (Aa3 negative), given their exposure to upfront expenditures and bonding that support Foxconn's project. The state, while considerably protected given the contingent nature of its support, is also exposed to project failure.

The missed target contrasts the pace at which Foxconn continues construction on the largest economic development project in Wisconsin. The company has completed a 120,000 square foot facility in Mount Pleasant, as well as purchased properties within the cities of [Eau Claire](#) (Aa1), [Green Bay](#) (Aa2 negative) and [Milwaukee](#) (A1 stable). Despite the rapid increase in their footprint across the state, Foxconn's employment figures lag behind expectations.

While the local incentives are not tied to job creation targets, the various local governments providing them have already begun large-scale preparations for an influx of new residents and workers. To incentivize Foxconn, Mount Pleasant created an industrial tax increment district (TID), with both the village and Racine County agreeing to make substantial upfront investment in infrastructure and land acquisition. In return, Foxconn is expected to make up to a \$10 billion private investment statewide over a six-year period. Under its developer agreement with the local municipalities, beginning in 2022, Foxconn must make minimum tax payments regardless of the project's completion status. This minimum payment was sized by the village to cover projected debt service payments.

Over 70% of Racine County's outstanding debt consists of short-term bond anticipation notes (BANs) related to the Foxconn project. All the short-term debt is set to mature in December 2020. Ultimately, this debt is expected to be taken out with long-term general obligation bonds, with debt service to be paid with special assessment payments directly tied to the Foxconn development. Relative to operating revenues and tax base, Racine County's overall debt is more muted in comparison to the Village of Mount Pleasant's obligations. Still, both municipalities carry significant debt burdens with repayment hinging on Foxconn's success.

The state is somewhat protected by the contingent nature of its support: tax incentives based on job creation and a moral obligation pledge on \$125.1 million in bonds issued by Mount Pleasant. Wisconsin nominally benefits from not having to pay the tax credit if job targets are not met. However, the state ultimately wants the economic development that Foxconn's success could bring, and a substantial change in the project from agreed targets could increase pressures for increased state involvement. Additionally, clawback provisions cannot be invoked until 2023, leaving the state exposed during the initial phases of development.

If the Foxconn project fails to generate sufficient economic growth, and Mount Pleasant has to draw on the state's moral obligation, the village will be required to repay the state. Mount Pleasant, however, may be unable to generate sufficient revenues to do so if the Foxconn project significantly fails to meet targets. Additionally, although Wisconsin has not made any explicit promises to support other Foxconn-related debt, the state may decide to assist municipalities in the event of project failure, given the project's high-profile nature and the associated political realities.

Foxconn originally said it could bring up to 13,000 jobs to Wisconsin, but has been lowering expectations, particularly given continual changes in the scope of the project. Foxconn has indicated it may change the type of products that will be manufactured in Wisconsin or reorient the facility's focus from manufacturing to research. Its agreement with the state requires only a minimum of 10,400 jobs to receive a sizable portion of the incentive package: roughly \$1.1 billion in tax credits. Were it to hit the maximum job target of 13,000, it would stand to receive the full incentive package: \$2.85 billion. Notably, Foxconn could carry forward the unearned \$9.5 million tax credit and still collect the entire amount were it to create a total of 2,080 jobs by the close of 2019.

### Moody's related publications

» **Issuer Comment:** [Incentive package lures Foxconn to Wisconsin and hedges risk](#), 28 July 2017

This publication does not announce a credit rating action. For any credit ratings referenced in this publication, please see the ratings tab on the issuer/entity page on [www.moody's.com](http://www.moody's.com) for the most updated credit rating action information and rating history.

© 2019 Moody's Corporation, Moody's Investors Service, Inc., Moody's Analytics, Inc. and/or their licensors and affiliates (collectively, "MOODY'S"). All rights reserved.

CREDIT RATINGS ISSUED BY MOODY'S INVESTORS SERVICE, INC. AND ITS RATINGS AFFILIATES ("MIS") ARE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES, AND MOODY'S PUBLICATIONS MAY INCLUDE MOODY'S CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES. MOODY'S DEFINES CREDIT RISK AS THE RISK THAT AN ENTITY MAY NOT MEET ITS CONTRACTUAL FINANCIAL OBLIGATIONS AS THEY COME DUE AND ANY ESTIMATED FINANCIAL LOSS IN THE EVENT OF DEFAULT OR IMPAIRMENT. SEE MOODY'S RATING SYMBOLS AND DEFINITIONS PUBLICATION FOR INFORMATION ON THE TYPES OF CONTRACTUAL FINANCIAL OBLIGATIONS ADDRESSED BY MOODY'S RATINGS. CREDIT RATINGS DO NOT ADDRESS ANY OTHER RISK, INCLUDING BUT NOT LIMITED TO: LIQUIDITY RISK, MARKET VALUE RISK, OR PRICE VOLATILITY. CREDIT RATINGS AND MOODY'S OPINIONS INCLUDED IN MOODY'S PUBLICATIONS ARE NOT STATEMENTS OF CURRENT OR HISTORICAL FACT. MOODY'S PUBLICATIONS MAY ALSO INCLUDE QUANTITATIVE MODEL-BASED ESTIMATES OF CREDIT RISK AND RELATED OPINIONS OR COMMENTARY PUBLISHED BY MOODY'S ANALYTICS, INC. CREDIT RATINGS AND MOODY'S PUBLICATIONS DO NOT CONSTITUTE OR PROVIDE INVESTMENT OR FINANCIAL ADVICE, AND CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT AND DO NOT PROVIDE RECOMMENDATIONS TO PURCHASE, SELL, OR HOLD PARTICULAR SECURITIES. NEITHER CREDIT RATINGS NOR MOODY'S PUBLICATIONS COMMENT ON THE SUITABILITY OF AN INVESTMENT FOR ANY PARTICULAR INVESTOR. MOODY'S ISSUES ITS CREDIT RATINGS AND PUBLISHES MOODY'S PUBLICATIONS WITH THE EXPECTATION AND UNDERSTANDING THAT EACH INVESTOR WILL, WITH DUE CARE, MAKE ITS OWN STUDY AND EVALUATION OF EACH SECURITY THAT IS UNDER CONSIDERATION FOR PURCHASE, HOLDING, OR SALE.

MOODY'S CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY RETAIL INVESTORS AND IT WOULD BE RECKLESS AND INAPPROPRIATE FOR RETAIL INVESTORS TO USE MOODY'S CREDIT RATINGS OR MOODY'S PUBLICATIONS WHEN MAKING AN INVESTMENT DECISION. IF IN DOUBT YOU SHOULD CONTACT YOUR FINANCIAL OR OTHER PROFESSIONAL ADVISER. ALL INFORMATION CONTAINED HEREIN IS PROTECTED BY LAW, INCLUDING BUT NOT LIMITED TO, COPYRIGHT LAW, AND NONE OF SUCH INFORMATION MAY BE COPIED OR OTHERWISE REPRODUCED, REPACKAGED, FURTHER TRANSMITTED, TRANSFERRED, DISSEMINATED, REDISTRIBUTED OR RESOLD, OR STORED FOR SUBSEQUENT USE FOR ANY SUCH PURPOSE, IN WHOLE OR IN PART, IN ANY FORM OR MANNER OR BY ANY MEANS WHATSOEVER, BY ANY PERSON WITHOUT MOODY'S PRIOR WRITTEN CONSENT.

CREDIT RATINGS AND MOODY'S PUBLICATIONS ARE NOT INTENDED FOR USE BY ANY PERSON AS A BENCHMARK AS THAT TERM IS DEFINED FOR REGULATORY PURPOSES AND MUST NOT BE USED IN ANY WAY THAT COULD RESULT IN THEM BEING CONSIDERED A BENCHMARK.

All information contained herein is obtained by MOODY'S from sources believed by it to be accurate and reliable. Because of the possibility of human or mechanical error as well as other factors, however, all information contained herein is provided "AS IS" without warranty of any kind. MOODY'S adopts all necessary measures so that the information it uses in assigning a credit rating is of sufficient quality and from sources MOODY'S considers to be reliable including, when appropriate, independent third-party sources. However, MOODY'S is not an auditor and cannot in every instance independently verify or validate information received in the rating process or in preparing the Moody's publications.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability to any person or entity for any indirect, special, consequential, or incidental losses or damages whatsoever arising from or in connection with the information contained herein or the use of or inability to use any such information, even if MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers is advised in advance of the possibility of such losses or damages, including but not limited to: (a) any loss of present or prospective profits or (b) any loss or damage arising where the relevant financial instrument is not the subject of a particular credit rating assigned by MOODY'S.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability for any direct or compensatory losses or damages caused to any person or entity, including but not limited to by any negligence (but excluding fraud, willful misconduct or any other type of liability that, for the avoidance of doubt, by law cannot be excluded) on the part of, or any contingency within or beyond the control of, MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers, arising from or in connection with the information contained herein or the use of or inability to use any such information.

NO WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY, TIMELINESS, COMPLETENESS, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE OF ANY CREDIT RATING OR OTHER OPINION OR INFORMATION IS GIVEN OR MADE BY MOODY'S IN ANY FORM OR MANNER WHATSOEVER.

Moody's Investors Service, Inc., a wholly-owned credit rating agency subsidiary of Moody's Corporation ("MCO"), hereby discloses that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by Moody's Investors Service, Inc. have, prior to assignment of any rating, agreed to pay to Moody's Investors Service, Inc. for ratings opinions and services rendered by it fees ranging from \$1,000 to approximately \$2,700,000. MCO and MIS also maintain policies and procedures to address the independence of MIS's ratings and rating processes. Information regarding certain affiliations that may exist between directors of MCO and rated entities, and between entities who hold ratings from MIS and have also publicly reported to the SEC an ownership interest in MCO of more than 5%, is posted annually at [www.moody.com](http://www.moody.com) under the heading "Investor Relations — Corporate Governance — Director and Shareholder Affiliation Policy."

Additional terms for Australia only: Any publication into Australia of this document is pursuant to the Australian Financial Services License of MOODY'S affiliate, Moody's Investors Service Pty Limited ABN 61 003 399 657 AFSL 336969 and/or Moody's Analytics Australia Pty Ltd ABN 94 105 136 972 AFSL 383569 (as applicable). This document is intended to be provided only to "wholesale clients" within the meaning of section 761G of the Corporations Act 2001. By continuing to access this document from within Australia, you represent to MOODY'S that you are, or are accessing the document as a representative of, a "wholesale client" and that neither you nor the entity you represent will directly or indirectly disseminate this document or its contents to "retail clients" within the meaning of section 761G of the Corporations Act 2001. MOODY'S credit rating is an opinion as to the creditworthiness of a debt obligation of the issuer, not on the equity securities of the issuer or any form of security that is available to retail investors.

Additional terms for Japan only: Moody's Japan K.K. ("MJKK") is a wholly-owned credit rating agency subsidiary of Moody's Group Japan G.K., which is wholly-owned by Moody's Overseas Holdings Inc., a wholly-owned subsidiary of MCO. Moody's SF Japan K.K. ("MSFJ") is a wholly-owned credit rating agency subsidiary of MJKK. MSFJ is not a Nationally Recognized Statistical Rating Organization ("NRSRO"). Therefore, credit ratings assigned by MSFJ are Non-NRSRO Credit Ratings. Non-NRSRO Credit Ratings are assigned by an entity that is not a NRSRO and, consequently, the rated obligation will not qualify for certain types of treatment under U.S. laws. MJKK and MSFJ are credit rating agencies registered with the Japan Financial Services Agency and their registration numbers are FSA Commissioner (Ratings) No. 2 and 3 respectively.

MJKK or MSFJ (as applicable) hereby disclose that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by MJKK or MSFJ (as applicable) have, prior to assignment of any rating, agreed to pay to MJKK or MSFJ (as applicable) for ratings opinions and services rendered by it fees ranging from JPY125,000 to approximately JPY250,000,000.

MJKK and MSFJ also maintain policies and procedures to address Japanese regulatory requirements.

## CLIENT SERVICES

Americas	1-212-553-1653
Asia Pacific	852-3551-3077
Japan	81-3-5408-4100
EMEA	44-20-7772-5454



**From:** [Mark Hogan](#)  
**To:** [Louis Woo](#); [Brennan, Joel - DOA](#); [Barca, Peter W - DOR](#); [Baldauff, Melissa - GOV](#); [Gau, Maggie M - GOV](#); [Bullington, Theresa M - DOR \(Teri\)](#); [Hochkammer, Debbie - DOA](#); [quincy.tse](#)  
**Subject:** Misc.  
**Start:** Thursday, January 31, 2019 4:30:00 PM  
**End:** Thursday, January 31, 2019 5:00:00 PM  
**Location:** Dial: [REDACTED] ; Passcode: [REDACTED]

---

**From:** [Cook, Tristan - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** FYI  
**Date:** Thursday, January 31, 2019 4:07:07 PM  
**Attachments:** [FYI "It is NOT just a factory" Foxconn's Louis Woo pushes back on recent reports about company's commitment to Wisconsin.msg](#)  
[FYI Credit rating agency Moody's issues cautionary note on local Foxconn debt.msg](#)  
[image001.png](#)

---



**Tristan Cook** | Deputy Communications Director

Department of Administration

Office of the Secretary

[Tristan.Cook@wisconsin.gov](mailto:Tristan.Cook@wisconsin.gov)

Direct: (608) 264-6389



**From:** [Cook, Tristan - DOA](#)  
**To:** [Torhorst, Tia S - DOA](#)  
**Subject:** FYI: "It is NOT just a factory": Foxconn's Louis Woo pushes back on recent reports about company's commitment to Wisconsin  
**Date:** Thursday, January 31, 2019 3:31:47 PM  
**Attachments:** [image001.png](#)  
[image002.gif](#)

---

<https://www.tmj4.com/news/local-news/it-is-not-just-a-factory-foxconn-louis-woo-pushes-back-on-recent-reports-about-commitment-to-wisconsin>

Foxconn's Louis Woo tells TODAY'S TMJ4's Charles Benson it still plans to build an "advanced manufacturing campus" in Racine County, despite news reports that the company was rethinking or shifting its plans for Wisconsin.

In a Reuters story, Woo is quoted as saying ["In Wisconsin we're not building a factory. You can't use a factory to view our Wisconsin investment."](#)

That quote sent shock waves throughout Wisconsin, catching many by surprise, including Governor Tony Evers' administration.

- [\*\*MORE: Evers, Foxconn Say Wisconsin Project Moving Forward\*\*](#)

So is it a factory or an advance manufacturing facility?

In an email with TODAY'S TMJ4 Woo said: "No matter how we look at it, the campus cannot be simply described as a factory. It is a lot more than that."

Woo indicated the Foxconn campus would be multifaceted: "Our plan is to build an advanced manufacturing campus which will at least include a crystal display backend packaging plant, a high precision molding factory, a system integration assembly facility and a rapid prototyping center to help startups to test out their ideas and concepts to develop new vertical solution using 8K+5G platform/ecosystem."

8K refers to higher-quality display panels, while 5G refers to the upcoming next generation of wireless cellular technology.

Questions remain about what kind of product Foxconn would be making. The original plan included large LCD panels for TVs, but that

has been changing.

Woo said the exact product is still to be determined: "We are referring to making end devices having the LCD panels as a component. We are still considering if, when and which panel technology to build which will best suit the customers' demands and the state of Wisconsin."

Woo told Reuters that higher labor costs created challenges for making advanced TV screens in the U.S.

"In terms of TV, we have no place in the U.S.," he said in an interview. "We can't compete."

Woo raised the same concern during an interview with Charles Benson back in the spring of 2018 and explained why the company was also focused on 8K+5G technology.

"We have to do something different than just a television because if we are building a television there is no way we can compete even against ourselves let alone with other competitors" said Woo.

"That's why 8K + 5G," Benson said.

"Exactly," Woo said.

What does this mean for the Foxconn project and the company's promise to create 13,000 jobs?

"Our plan to create 13,000 high value jobs has NOT changed," Woo said in an email.

Wisconsin under Governor Scott Walker signed a deal with Foxconn that provided \$3 billion in tax incentives if Foxconn invested \$10 billion and created up to 13,000 jobs. The tax money is tied to specific job target and investment.

In 2018, Foxconn did meet its jobs target despite creating more than 1,000 jobs, mostly in construction, so it did not earn any tax dollars.

Woo expressed optimism Thursday that the Wisconsin Valley Science and Technology Park will create jobs and opportunity: "The workers should be largely research scientists, development engineers, designers,

solution developers, project managers and etc. In that sense, they will be mostly knowledge workers."

Woo added the Wisconsin model will be different than what it does in Asia.

"To do it differently than we are doing in Asia, we have to focus on recruiting, retaining and building a high technology hub with the abundant availability of talents in Wisconsin and the Midwest."

GOP leaders reacted strongly to the Reuters story blaming "a wave of uncertainty" with the Evers Administration for the changes.

"Governor Evers has an anti-jobs agenda and pledged to do away with a successful business incentive for manufacturing and agriculture, said Assembly Speaker Robin Vos and Senate Majority Leader Scott Fitzgerald in a joint statement.

Democrats raised more about what they see as a "Foxconn fiasco." "The Walker administration and legislative Republicans failed to put in place stronger safeguards to hold Foxconn accountable and protect Wisconsin taxpayers," said Senate Democratic Leader Jennifer Shilling.



**Tristan Cook** | Deputy Communications Director  
Department of Administration  
Office of the Secretary  
[Tristan.Cook@wisconsin.gov](mailto:Tristan.Cook@wisconsin.gov)  
Direct: (608) 264-6389



**From:** [Cook, Tristan - DOA](#)  
**To:** [Torhorst, Tia S - DOA](#)  
**Subject:** FYI: Credit rating agency Moody's issues cautionary note on local Foxconn debt  
**Date:** Thursday, January 31, 2019 11:55:03 AM  
**Attachments:** [image001.png](#)  
[image002.gif](#)

---

<https://www.jsonline.com/story/money/business/2019/01/31/moodys-issues-cautionary-note-local-foxconn-debt/2731560002/>



**Tristan Cook** | Deputy Communications Director

Department of Administration  
Office of the Secretary

[Tristan.Cook@wisconsin.gov](mailto:Tristan.Cook@wisconsin.gov)

Direct: (608) 264-6389



**From:** [Mark Hogan](#)  
**To:** [Brennan, Joel - DOA](#); [Barca, Peter W - DOR](#); [Gau, Maggie M - GOV](#); [Baldauff, Melissa - GOV](#)  
**Subject:** Fwd: An update media statement on Nikkei  
**Date:** Thursday, January 31, 2019 4:27:45 PM

---

Get [Outlook for iOS](#)

---

**From:** Louis Woo <[REDACTED]>  
**Sent:** Thursday, January 31, 2019 4:26 PM  
**To:** Mark Hogan  
**Subject:** An update media statement on Nikkei

### **Statement from Foxconn Technology Group**

Foxconn is continuing its Wisconsin project. The company remains committed to its long-term investment and creating 13,000 jobs in Wisconsin.

All interactions to date with Governor Evers and his team have been constructive and we look forward to further discussions as we continue to invest in American talent and broaden the base of our investment within the State of Wisconsin.

While Foxconn's need to be responsive to the global market environment has necessitated a reconsideration of which technology will best suit the needs of its customers, its commitment to the construction of the Wisconsin Valley Science and Technology Park campus and the creation of 13,000 jobs in Wisconsin remain unchanged. Foxconn will be moving forward with plans to build an advanced manufacturing facility in Wisconsin. In the next 18 months, Foxconn plans to construct:

- a) A liquid crystal module backend packaging plant
- b) A high precision molding factory
- c) A system integration assembly facility
- d) A rapid prototyping center to help startups to test out their hardware ideas and concepts which will go in line with building the AI 8K+5G ecosystem



- e) A research and development center
- f) A high-performance data center inside the park or in the vicinity
- g) A town center to support the people working in the Wisconsin Valley Park

We look forward to continued investment in American talent as we build the AI 8K + 5G ecosystem we are creating in Wisconsin and the US. Further updates will be shared in due course.

**From:** [Erdman, David R - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#); [Torhorst, Tia S - DOA](#); [Pahnke, Brian D - DOA](#); [Grinde, Kirsten - DOA](#)  
**Subject:** Foxconn Article - The Bond Buyer  
**Date:** Thursday, January 31, 2019 8:20:25 PM  
**Attachments:** [image001.png](#)

---

FYI – The following is article that appeared this afternoon in The Bond Buyer, which is a daily publication for public finance. The quote from the investor is the only item of interest; there are more local obligations to be sold and investor reception of those future issues may be limited with this news. Please advise of any questions; as stated earlier, working on dot points addressing the State's moral obligation related to this project/local financings.

## Foxconn's waffling on Wisconsin jobs may pressure bonds

By [Yvette Shields](#)

Published January 31 2019, 4:05pm EST

Backtracking by Taiwanese technology giant Foxconn about job promises for the heavily subsidized plant it's building in southeast Wisconsin has raised new questions about whether it's worth local and state subsidies that include borrowing.

Then-Gov. Scott Walker and President Trump unveiled the company's choice of Wisconsin with great fanfare at the White House in 2017, hailing it as the state's largest economic development project with the promise of 13,000 jobs.

The state and local governments offered billions of dollars in tax credit and other subsidies to attract the complex that was to produce advanced LCD displays for TVs and other products. Mt. Pleasant and Racine County are borrowing heavily to support land acquisition and other infrastructure improvements to support the project.

The increased debt load required to support Foxconn commitments brought Moody's Investors Service downgrades to [Mt. Pleasant](#) and [Racine County](#).

In mid-January, Foxconn reported it had fallen short of its initial job creation target under its governmental agreements. That news was followed by a [Reuters story](#) this week quoting a Foxconn official saying it no longer plans to use the complex for manufacturing, but for research and engineering instead.

The company told the state and local officials it remains committed to the project but a Thursday story [in a Japanese publication](#) reported the firm is delaying work and cited negotiations with the new state administration and trade disputes between the U.S. and China.

The job target shortfall prompted Moody's on Thursday to issue a report calling Foxconn's missed job creation target a "credit negative for Mount Pleasant, Racine County and Wisconsin."

The new administration of Gov. Tony Evers is in communications with the company. The Democrat unseated Walker in the November election.

"In the coming weeks, the Evers administration will continue to commit time, resources, and personnel to ensure that the interests of Wisconsin workers and taxpayers are protected and promoted by our approach to the Foxconn project," Department of Administration Secretary-designee Joel Brennan said in a statement.

The local governments in a joint statement stressed that Foxconn has so far spent \$200 million toward the project and completed the first major building. "We fully expect that Foxconn will meet its obligations to the state, county and village," a statement from the village and county said.

"The troubling part is governments have done their part and issued debt and made accommodations for a project and if it's not built or built to expectation then the taxpayer takes a big hit," said Richard Ciccarone, president of Merritt Research Services LLC. "It becomes a speculative decision and therefore can be a speculative investment."

## **MOODY'S**

The state government is largely insulated because its subsidies are tied to such targets as job-creation numbers but any pullback on the project could have a ripple effect on the local governments that are mostly providing subsidies upfront without any job targets, so the state could be asked to step up.

On Jan. 17 Foxconn disclosed it had missed the minimum target of 260 jobs needed to receive the first round of \$9.5 million in state tax credits; it reported creating 178 jobs.

"The missed target highlights the project's risks to Racine County and the village of Mount

Pleasant given their exposure to upfront expenditures and bonding that support Foxconn's project," Moody's wrote. "The state, while considerably protected given the contingent nature of its support, is also exposed to project failure."

If growth falls short, Mount Pleasant may need to draw on the state's moral obligation, which supports a portion of its borrowing. The village would be required to repay the state. About \$125 million in village TIF borrowing carries the moral obligation.

"Although Wisconsin has not made any explicit promises to support other Foxconn-related debt, the state may decide to assist municipalities in the event of project failure, given the project's high-profile nature and the associated political realities," Moody's said.

Moody's rates the state Aa1 with a stable outlook. Mt. Pleasant is rated Aa3 with a negative outlook and Racine County is rated Aa2 with a negative outlook.

Moody's downgraded the village in August. "The negative outlook reflects a significantly increased overall debt burden, which could pressure the village's financial position in the event revenues generated by the Foxconn development fall short of expectations," Moody's wrote.

The village considered the long term prospects worth the investment as noted in Moody's report that reported "Mount Pleasant is poised for significant expansion as work begins on Foxconn's \$10 billion LCD manufacturing project, which is expected to boost regional employment opportunities and related economic activity."

Moody's cut the county in late 2017 and revised the outlook to negative from stable last May ahead of its BAN issuance.

"The negative outlook reflects our view that the county has taken on substantial short-term leverage that could pressure the GO rating should the county experience difficulty in securing take-out financing for the BANs. The rating could also be lowered if revenue generated directly or indirectly by the Foxconn development falls short of county expectations," Moody's wrote.

## **SUBSIDIES**

The state package provides Foxconn \$2.85 billion in cash over 15 years if it meets job targets

and investment promises with additional tax subsidies on construction costs. The total package, with local governments counted, reached a potential \$4 billion. The legislative fiscal bureau reported it would take 25 years to recoup the investment.

The state committed about \$258 million in general obligation borrowing to support improvements to a major interstate. A state official said those improvements would eventually have been undertaken whether or not the state won Foxconn because they “are serving a bigger public purpose.”

Local borrowing by the village and county totals \$360 million, some of which has been completed with more to come, and is part of \$764 million in local incentives.

The Foxconn comments this week are not currently expected to alter the financing timeline, said Todd Taves, a senior municipal advisor at Ehlers Inc., which is advising the village. The county has taxable bond anticipation notes that mature Dec. 1 that are to be taken out with a long-term financing.

The village of 26,000 has a second TIF revenue bond planned for the fall with the timing dependent on when its 2018 proceeds are exhausted. A village sewer BAN will be refinanced into a long-term structure in 2020.

The borrowing includes sewer bonds, TIF, and general obligation debt and loans from state agencies and includes a mix of publicly offered debt and private placements sold through either the village, county or a village development authority.

The site is home to a TIF district established last November and an Electronics and Information Technology Manufacturing Zone is located in the TIF. The TIF’s incremental valuation must achieve \$1.4 billion by 2023 and be maintained through 2047, with the company on the hook for any revenue shortfall.

**DAVID ERDMAN** | Capital Finance Director  
Department of Administration  
Division of Executive Budget and Finance  
[David.Erdman@wisconsin.gov](mailto:David.Erdman@wisconsin.gov)  
[doa.wi.gov/CapitalFinance](http://doa.wi.gov/CapitalFinance)



Direct: (608) 267-0374

**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** FW: No call at 9  
**Date:** Friday, February 01, 2019 9:15:49 AM


---

FYI

**From:** Jenny Trick <jtrick@rcedc.org>  
**Sent:** Friday, February 1, 2019 9:10 AM  
**To:** Torhorst, Tia S - DOA <tia.torhorst@wisconsin.gov>  
**Subject:** Re: No call at 9

Tia,  
This was our regularly scheduled, Friday at 9 AM call. It has changed today. It may be helpful if we secure a call with Sec Brennan today, would that be possible for you to arrange?  
Jenny

Jenny Trick, Executive Director

  
Racine County Economic Development Corporation  
2320 Renaissance Boulevard  
Sturtevant, WI 53177  
T: 00+1.262.898.7424  
M: 00+1.262.994.8950  
[LinkedIn](#)  
[www.RCEDC.org](http://www.RCEDC.org)

Questions on Foxconn? [Foxconn In Racine County](#)  
**Invest in Racine County's Future: [Invest in RCEDC](#)**

On Fri, Feb 1, 2019 at 9:00 AM Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)> wrote:

Is this a call we should be on?

-----Original Message-----

From: Jenny Trick <[jtrick@rcedc.org](mailto:jtrick@rcedc.org)>  
Sent: Friday, February 1, 2019 8:59 AM  
To: Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>; Patton, Chris - DOA <[chris.patton@wisconsin.gov](mailto:chris.patton@wisconsin.gov)>  
Subject: No call at 9

Tia and Chris, our 9 am call is canceled. We have another call with Foxconn at that time.



Jenny Trick, Executive Director

RCEDC

2320 Renaissance Blvd., Sturtevant, Wisconsin 53177

T: 262.898.7424

C: 262.994.8950

**From:** [Brennan, Joel - DOA](#)  
**To:** **Louis Woo**  
**Subject:** Phone call  
**Date:** Friday, February 01, 2019 9:19:00 AM  
**Attachments:** [image001.png](#)

---

Louis –

Feel free to call me back anytime in the next half hour. I just tried you and I am available.



**JOEL BRENNAN** | Secretary

Department of Administration

[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)

Phone: (608) 266-1741



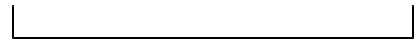
**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** FW: No call at 9  
**Date:** Friday, February 01, 2019 9:20:57 AM

---

**From:** Jenny Trick <jtrick@rcedc.org>  
**Sent:** Friday, February 1, 2019 9:20 AM  
**To:** Torhorst, Tia S - DOA <tia.torhorst@wisconsin.gov>  
**Cc:** Patton, Chris - DOA <chris.patton@wisconsin.gov>  
**Subject:** Re: No call at 9

yes

Jenny Trick, Executive Director

  
Racine County Economic Development Corporation  
2320 Renaissance Boulevard  
Sturtevant, WI 53177  
T: 00+1.262.898.7424  
M: 00+1.262.994.8950  
[LinkedIn](#)  
[www.RCEDC.org](http://www.RCEDC.org)

Questions on Foxconn? [Foxconn In Racine County](#)  
**Invest in Racine County's Future: [Invest in RCEDC](#)**

On Fri, Feb 1, 2019 at 9:18 AM Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)> wrote:

So, just to clarify. You are having a call with Foxconn right now that we are not invited to and you would like time to speak with the Secretary today?

-----Original Message-----

From: Jenny Trick <[jtrick@rcedc.org](mailto:jtrick@rcedc.org)>  
Sent: Friday, February 1, 2019 8:59 AM  
To: Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>; Patton, Chris - DOA <[chris.patton@wisconsin.gov](mailto:chris.patton@wisconsin.gov)>  
Subject: No call at 9

Tia and Chris, our 9 am call is canceled. We have another call with Foxconn at that time.

Jenny Trick, Executive Director

RCEDC

2320 Renaissance Blvd., Sturtevant, Wisconsin 53177

T: 262.898.7424

C: 262.994.8950

**From:** [Mark Hogan](#)  
**To:** [Gau, Maggie M - GOV](#); [Brennan, Joel - DOA](#); [Barca, Peter W - DOR](#); [Baldauff, Melissa - GOV](#)  
**Subject:** BW article  
**Date:** Friday, February 01, 2019 10:07:01 AM  
**Attachments:** [BW fact-check - WEDC - 1 draft comments.docx](#)

---

Good morning. We discussed the pending Business Week article yesterday and I mentioned I had been given a list of bullet points to review and clarify. Attached is a document with that information. As you get to the end of the document, you can see the direction the article will be taking. Please let me know if you have any questions.

Mark R. Hogan  
Secretary & CEO  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703  
(w) 608-210-6756

Website: <http://inwisconsin.com>  
Twitter: <http://twitter.com/InWisconsin>  
Newsletters: <http://inwisconsin.com/subscribe/>



WEDC comments are in red. If there are no comments made, then the bullet point appears to be correct.

- Wisconsin Economic Development Corporation (spelling?)
- Mark Hogan (spelling?) is WEDC's CEO
- WEDC is the state's economic development agency that oversaw the state's deal with Foxconn
- The first call about the project came to the WEDC in April 2017
- The call was from the White House's Office of American Innovation, placed to then WEDC director Coleman Peiffer (spelling?)
- Though they didn't say it was Foxconn on that initial call, the scale of the pitch—thousands of jobs, \$10 billion in corporate investment—piqued the WEDC's interest
- Later that same week, after discerning that it was Foxconn, Gov. Walker flew to Washington to meet with Foxconn at the White House
- Mark Hogan was already in D.C. and joined him for the meeting
- That meeting with Foxconn chairman Terry Gou took place in chief of staff Reince Priebus' office
- The White House had been in discussions with Foxconn about it creating a big presence in North America but the company hadn't landed on a location yet
- At one point, President Trump, who'd recently visited Wisconsin with Reince, suggested to Terry that he should take a look at the state, particularly a potential factory site he'd seen on his recent trip
- Foxconn executives started telling state officials they had a preference for Wisconsin, though other states, including Michigan and Ohio, were in the running too
- Foxconn wanted to build a factory to produce liquid crystal displays, which can be used nowadays in TVs and car consoles
- The company also wanted to build out a tech campus
- Foxconn later named this tech campus "Wisconn Valley" (spelling?)
- In June, Gov Walker flew with a group of associates to Japan to meet with Terry
- They gifted him a Milwaukee Bucks jersey with his name on the back
- Terry met them at the airport and immediately brought them to a factory tour at a Foxconn factory in Osaka
- Terry made a trip to Wisconsin in early/mid July, and visited rural potential factory sites
- Terry visited the site that the company eventually chose during this trip; it had rained a lot the night before and the field Terry walked out to survey was quite muddy
- Terry also joined Gov Walker for a BBQ at the gov's mansion
- Mark Hogan and Scott Neitzel led the negotiations for the WEDC + Walker Administration
- Mark Hogan is an appointee of Gov. Scott Walker and a longtime donor to his campaigns
- Other groups involved included the MMAC, M7, among other leading business figures in the state and officials in the WEDC + Walker Administration
- These negotiations often took place with Foxconn executives Alan Yeung and Louis Woo, involving many meetings, phone calls, and texts
- According to state records, Woo texted Neitzel once at 1:17 a.m., "Give us 200m upfront then it is a done deal."
- During the early summer, there was a bidding war happening between other states involved in pursuing a deal with Foxconn
- Wisconsin's incentives offer grew significantly during this time, as Foxconn's promises of hiring and capital expenditure investment targets rose **Confirming that Wisconsin's offer was increased due to increasing commitments for jobs and CapEx by the company. The \$2.85 billion offer was based on what was best for Wisconsin, and was not determined by what other states may have been offering (which were subsequently reported to be higher than the \$2.85 billion)**
- Even before any deal was agreed upon, President Trump had hinted that a "major, incredible manufacturer" could be coming to the state, during a trip to Waukesha in mid-June

- Wisconsin's final bid, which the Mark/Scott presented to Foxconn in late July, was written on a single piece of paper **This single page was signed by both Gov. Walker & Terry Gou, but was only the basis for a more formal MOU, which then was the basis for the formal contract.**
- Wisconsin offered up to \$150 million in sales-tax exemptions and \$2.85 billion in refundable tax credits, tied to staggered hiring and capital investment targets
- In order to receive the full incentives benefits, Foxconn would have to invest \$10 billion and create as many as 13,000 jobs in the state
- The company also made an agreement for local incentives with Racine County and Mount Pleasant totaling \$764 million (this has since increased to more than \$900 million)
- Foxconn's high-tech manufacturing campus would be located on 3,000 acres of farmland south of Milwaukee
- Together with all incentives/public costs associated with the Foxconn project, the total package amounted to more than \$4.5 billion **It is approx. \$4.0 billion. We do not include the sales tax exemption (\$150mm) because these are not dollars the state is paying out. Also, you need to deduct the federal grant which reduces the state's cost on the roads by approx.. 2/3<sup>rd</sup>s**
- For the construction on I-94 near Foxconn's planned campus, is there any estimate of when that will be finished/what the final cost will be? **Refer to Wisconsin Department of Transportation**
- Outside analysts have estimated the deal cost of the state/local incentives could amount to roughly \$230,000 or more per job **\$219,000**
- Foxconn signed its final contract with the state of Wisconsin in November 2017
- EY did the economic analysis for the project, and an independent UW-Madison economics professor, Noah Williams, validated the numbers for the Walker Administration/WEDC to justify its investment in the Foxconn project
- An analysis by the Wisconsin Legislative Fiscal Bureau, a non-partisan government agency, concluded that the state's investment wouldn't likely show an ROI until 2042
- If the deal goes perfectly, according to WLFB's analysis, the state would be in peak cumulative debt over the project in 2032, at a cost of \$1.041 billion **No comment. Need to refer to LFB analysis**
- If Foxconn accelerates its hiring and capital expenditures, the state could be making payments to Foxconn as high as \$311 million per year, from 2022 to 2025 **This is all in Exhibits A & B of the contract**
- This WLFB analysis did not take into account increased public services costs associated with population growth **No comment. Need to refer to LFB analysis**
- This WLFB analysis calculated tax revenue on the assumption that 100% of employees would live in Wisconsin, and also that 100% of Foxconn's supply chain would be in the state **Need to refer to LFB analysis, but they used the EY analysis (paid for by the company) which was the basis of the LFB analysis. There was a second analysis done by Baker Tilley (paid for by WEDC) which analyzed the EY numbers and made their own assumptions regarding residents, etc. Both of these analyses, as well as UW's Dr. Williams' report, were used in WEDC's underwriting process.**
- FYI, we include skepticism from several outside economists (such as Tim Bartik) who project that the deal will not likely ever show an ROI, and argue that Wisconsin agreed to too many concessions to Foxconn compared with analogous state deals **No comment**
- We note that over the past year Foxconn's project has undergone numerous changes to its scope, including the switch from a Gen 10.5 LCD factory to a Gen 6 factory, as well as Louis Woo's statements that the company would be hiring mostly "knowledge" workers rather than factory workers
- Our reporting indicates that these changes caught many public officials off guard, including those at WEDC
- Our reporting indicates that the company grew increasingly opaque in its interactions with the WEDC, and that Mark Hogan has been unable at times to share concrete insight on where Foxconn's project is heading. **Mark Hogan has been involved from day one with the Foxconn project and he has had excellent communication with the company during the entire process. Some of the challenges relating to what information could be shared publicly, has to do with the company being a publicly traded company. Having**



said that, we (state, local & regional officials) completely understand the responsibility we have to the taxpayers of Wisconsin.

- Our reporting indicates that “Foxconn doesn’t tell us anything” has become a refrain from the WEDC. **Not true at all. The communication between Foxconn and WEDC is excellent.**
- Our reporting indicates there were some informal discussions among state staffers about whether Foxconn’s switch from to a Gen 6 plant constituted a breach of contract, since the contract specifically required a Gen 10.5 factory **These may have been politically based conversations. The contract protects the taxpayers and also gives the company the flexibility it needs to make the appropriate business decisions for it to achieve long-term success.**
- In November 2018, the WSJ reported that Foxconn was exploring transferring its engineers from China to Wisconsin, instead of hiring locals; there is nothing in the company’s contract in the state that would forbid it bringing in international personnel to work in Wisconsin **There is nothing to prohibit this.**
- The WEDC/Mark Hogan’s main defense of the project is that the risk is low because the state’s deal is based on a “pay as they grow” model: In order for Foxconn to receive its refundable tax credits, it first has to hit its capital expenditure + hiring targets, which are staggered in the years ahead **Correct**
- Just to confirm, have any state cash subsidies been paid directly to Foxconn yet? **The company was first eligible to receive up to \$9.5mm in 2019 if they met the minimum FTE’s as outlined in the contract. Since they did not meet the minimum (they have reported 178 vs the 260 required), they will next be eligible for tax credits in 2020 (which will largely be based on 2019 FTE and CapEx activity). The timing of that would mean that three years after we first met with the company (April 2017 to April 2020), the state of Wisconsin will have paid out \$0 in tax credits to the company. But during that time frame, the company will continue to build out its Wisconsin Valley site (\$200mm as of 12/31/18), established its North American HQ in Milwaukee, purchased and opened innovation centers in Green Bay, Eau Claire and Racine (smart cities initiative), pledged \$100mm to co-invest with the University of Wisconsin in establishing the Foxconn Institute for Research in Science & Technology (FIRST), and, along with Northwestern Mutual, Johnson Controls, and Advocate Aurora Health, established the \$100mm Wisconsin Valley Venture Fund – All of this will have been done over a period of three years during which the state of Wisconsin will have provided zero in tax credits.**
- Racine County and Mount Pleasant have invested \$190 million into infrastructure and other expenses related to Foxconn **Need to confirm with them**
- This fall, in a series of special session rules, the Republican-controlled legislature passed a rule that allows WEDC CEO Mark Hogan to remain in his role through September
- These special session rules also made it so the WEDC would only have to verify job creation by a sample of job creation data and signed statements from the company **This was an issue that goes back several years and is not specific to Foxconn. However, the Foxconn contract requires the company to have a 3<sup>rd</sup> party independently review and verify the information they present to WEDC.**
- We note that Gov. Evers feels constrained some of the special session changes and has felt not in sync with the WEDC **Mark Hogan has had two very constructive meetings with Gov. Evers and countless conversations with his staff and other agencies heads. The level of communication is excellent**
- On January 18, Foxconn said in a letter to the WEDC that at the end of 2018, it had 178 full-time employees in Wisconsin
- This amounted to missing its minimum first-year hiring target by more than 30%, and high target by ~82%
- The company thus did not qualify to earn the allotted \$9.5 million in state tax credits in its first year of eligibility **Correct**
- Foxconn had originally committed to having as many as 1040 full-time employees by the end of 2018
- In the letter, Louis Woo said: “As a company with operations around the world, we need to have the agility to adapt to a range of factors including global economic conditions....While we remain committed to creating 13,000 jobs in Wisconsin, we have adjusted our recruitment and hiring timeline.”

- On January 30, in an interview with Reuters, Woo said the company was reconsidering its plans for an LCD factory, partly due to high costs in the US vs. Mexico/China/Asia. Does WEDC have any statement on these changes? **Mark Hogan's comments from 1/30 & 1/31 are provided**
- Broadly speaking, our reporting suggests that WEDC/the state overlooked a number of clear warning signs of doing business with Foxconn (e.g. its track record of comparable deals in Brazil/India/PA/Indonesia/etc), and that it bought into to some lofty promises from Foxconn executives that experts/economists/our Foxconn sources feel are illogical/uneconomic/or risky. **These were not overlooked in the analysis.**
- Our reporting details that while proponents of the deal, like Mark Hogan, were talking up the potential of the deal publicly, inside Foxconn, there was growing skepticism around the Wisconsin project; a variety of changes to the plan as pressures on Foxconn's business increased; and signs that the company's early operations in the state were chaotic, and its vision amorphous. **Foxconn is one of the five largest technology companies in the world and for the past 45 years, they have been on the leading edge of technology. We believed then, and now, this was the type of company we wanted to partner with. As was said prior, the contract protects the taxpayers and gives the company the flexibility to make the best business decisions that will ensure its long term success, both globally and within Wisconsin.**
- Our reporting indicates that current/former employees at the company's Experimental Training Center in Mount Pleasant felt the company's jobs so far have been underwhelming and disappointing; many say the pay has been low and far less than what Foxconn committed to publicly; many say that workers were often hired as temps with vague promises of full-time jobs down the road that didn't seem to ever materialize; people say training and safety protocols need improvement; and that Foxconn/Sharp engineers were making an aggressive push toward automation, which likely meant many factory roles would be irrelevant in the long term **No basis for comment.**
- Overall, our reporting suggests there was a large disparity between how the WEDC/state described the upside of the state's Foxconn investment vs. what our sources witnessed first-hand inside the company **No comment, unless the source is identified.**

**From:** [Louis Woo](#)  
**To:** [Brennan, Joel - DOA](#); [Barca, Peter W - DOR](#); [Hogan, Mark](#)  
**Cc:** [Robert Schlaeger](#)  
**Subject:** A media statement to be released by NOON, Wisconsin time...  
**Date:** Friday, February 01, 2019 11:47:10 AM

---

Please pass the statement below for Governor Evers. Thanks and have a great weekend! Louis

### **Statement from Foxconn Technology Group**

After productive discussions between the White House and the company, and after a personal conversation between President Donald J. Trump and Chairman Terry Gou, Foxconn is moving forward with our planned construction of a Gen 6 fab facility, which will be at the heart of the Wisconsin Valley Science and Technology Park. This campus will serve both as an advanced manufacturing facility as well as a hub of high technology innovation for the region.

Our decision is also based on a recent comprehensive and systematic evaluation to help determine the best fit for our Wisconsin project among TFT technologies. We have undertaken the evaluation while simultaneously seeking to broaden our investment across Wisconsin far beyond our original plans to ensure the company, our workforce, the local community, and the state of Wisconsin will be positioned for long-term success.

We look forward to continuing to expand our investment in American talent in Wisconsin and the US.

**From:** [Brennan, Joel - DOA](#)  
**To:** [Baldauff, Melissa - GOV](#); [Gau, Maggie M - GOV](#)  
**Subject:** Fwd: A media statement to be released by NOON, Wisconsin time...  
**Date:** Friday, February 01, 2019 12:04:15 PM

---

Sent from my iPhone

Begin forwarded message:

**From:** Louis Woo <[REDACTED]>  
**Date:** February 1, 2019 at 11:46:45 AM CST  
**To:** "Brennan, Joel - DOA" <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>, "Barca, Peter W - DOR" <[peter.barca@wisconsin.gov](mailto:peter.barca@wisconsin.gov)>, Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>  
**Cc:** Robert Schlaeger <[robert.schlaeger@fewidev.com](mailto:robert.schlaeger@fewidev.com)>  
**Subject:** A media statement to be released by NOON, Wisconsin time...

Please pass the statement below for Governor Evers. Thanks and have a great weekend! Louis

### **Statement from Foxconn Technology Group**

After productive discussions between the White House and the company, and after a personal conversation between President Donald J. Trump and Chairman Terry Gou, Foxconn is moving forward with our planned construction of a Gen 6 fab facility, which will be at the heart of the Wisconsin Valley Science and Technology Park. This campus will serve both as an advanced manufacturing facility as well as a hub of high technology innovation for the region.

Our decision is also based on a recent comprehensive and systematic evaluation to help determine the best fit for our Wisconsin project among TFT technologies. We have undertaken the evaluation while simultaneously seeking to broaden our investment across Wisconsin far beyond our original plans to ensure the company, our workforce, the local community, and the state of Wisconsin will be positioned for long-term success.

We look forward to continuing to expand our investment in American talent in Wisconsin and the US.

**From:** [Cook, Tristan - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#); [Torhorst, Tia S - DOA](#)  
**Subject:** FW: For Information: Foxconn Statement  
**Date:** Friday, February 01, 2019 12:46:34 PM

---

FYI.

Tristan

**From:** Myranda Tanck <mt@platform-communications.com>  
**Sent:** Friday, February 1, 2019 12:06 PM  
**To:** GOV Press <GOVPress@wisconsin.gov>; DOA Communications <DOACommunications@wisconsin.gov>; DOR Secretary <DORSecretary@wisconsin.gov>; DOR Communications <DORCommunications@wisconsin.gov>  
**Subject:** For Information: Foxconn Statement

C/O Governor Evers, Sec. Brennan, Sec. Barca:

Please see below a statement that has just been made available to media detailing the most recent update on the Wisconsin Valley Science and Technology Park.

#### **Statement from Foxconn Technology Group**

After productive discussions between the White House and the company, and after a personal conversation between President Donald J. Trump and Chairman Terry Gou, Foxconn is moving forward with our planned construction of a Gen 6 fab facility, which will be at the heart of the Wisconsin Valley Science and Technology Park. This campus will serve both as an advanced manufacturing facility as well as a hub of high technology innovation for the region.

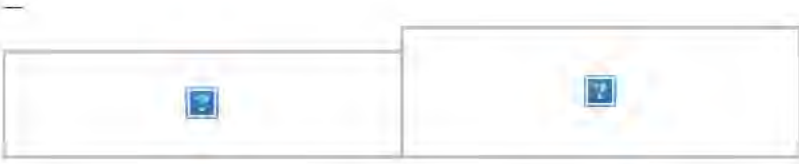
Our decision is also based on a recent comprehensive and systematic evaluation to help determine the best fit for our Wisconsin project among TFT technologies. We have undertaken the evaluation while simultaneously seeking to broaden our investment across Wisconsin far beyond our original plans to ensure the company, our workforce, the local community, and the state of Wisconsin will be positioned for long-term success.

We look forward to continuing to expand our investment in American talent in Wisconsin and the US.

Thanks and best,

Myranda Tanck

--



**From:** [Gau, Maggie M - GOV](#)  
**To:** [Hogan, Mark](#); [Brennan, Joel - DOA](#); [Barca, Peter W - DOR](#); [Baldauff, Melissa - GOV](#)  
**Subject:** RE: BW article  
**Date:** Friday, February 01, 2019 1:17:32 PM

---

Thank you for sharing, Mark.

---

**From:** Mark Hogan <mark.hogan@wedc.org>  
**Sent:** Friday, February 1, 2019 10:07 AM  
**To:** Gau, Maggie M - GOV <maggie.gau@wisconsin.gov>; Brennan, Joel - DOA <joel.brennan@wisconsin.gov>; Barca, Peter W - DOR <peter.barca@wisconsin.gov>; Baldauff, Melissa - GOV <melissa.baldauff@wisconsin.gov>  
**Subject:** BW article

Good morning. We discussed the pending Business Week article yesterday and I mentioned I had been given a list of bullet points to review and clarify. Attached is a document with that information. As you get to the end of the document, you can see the direction the article will be taking. Please let me know if you have any questions.

Mark R. Hogan  
Secretary & CEO  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703  
(w) 608-210-6756

Website: <http://inwisconsin.com>  
Twitter: <http://twitter.com/InWisconsin>  
Newsletters: <http://inwisconsin.com/subscribe/>





**From:** [WEDC Board](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** WEDC Board Availability and Confirm Contact Info  
**Date:** Friday, February 01, 2019 3:26:48 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)  
[image004.png](#)  
[image005.png](#)

---

Good Afternoon Secretary Brennan,

I wanted to send along a helpful reminder of the Doodle Poll that we are using to schedule our upcoming WEDC meetings. As you may recall, we are soliciting availability for the Orientation, Board, and Committee meetings. Because we will use this information to schedule the upcoming Board and Committee meetings, please make sure to provide a response even if you are not interested in attending an Orientation.

Also, if you have provided a response previously, we ask that you supplement your response to confirm your availability (as we know that your schedules are constantly changing based on the many demands on your time), but also because we have adjusted the availability in the doodle poll to add more dates.

<https://doodle.com/poll/g8vctibcivwtqgt7>

Further, I wanted to take the opportunity to touch base with you to confirm your contact information. If you have any additions or corrections to your contact information, please let me know and I will adjust.

Contact Information:

**Name:** Joel Brennan

**Title:** Secretary

**Employer:** Department of Administration

**Phone Number:** [REDACTED]

**E-mail:** [joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)

**Staff/Assistant:** Debbie Hochkammer

**Staff/Assistant Email:** [debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)

**Staff/Assistant Phone:** 608-266-1741

**Photo for Website:** Still Needed

**Would you like an Orientation:**

Please let me know if you have any questions. Thank you and Happy Friday!

Erika Julsrud  
Assistant to the Chief Legal Officer and Board of Directors  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue

Madison, WI 53703

Ph: 608.210.6859



Website: <http://inwisconsin.com>

Newsletters: <http://inwisconsin.com/subscribe/>



**From:** [Mark Hogan](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** RE: Resume  
**Date:** Sunday, February 03, 2019 4:42:45 PM

---

Hi Joel,

As I mentioned briefly on Friday, I had a very good conversation with Sam on Thursday afternoon. I know he has talked with Mayor Mason, but I would also suggest he meet with Jenny Trick & Claude Lois from the county & village, as well as Tricia Braun and Jela Trask from WEDC. I would think these could be done in two meetings.

Jela (pr. yella) is the key business liaison at WEDC and her role is the 2nd position that was funded through the Foxconn legislation. She is actively involved in all aspects of the Foxconn project and particularly with our outreach efforts throughout Wisconsin. Please let me know how you would like to proceed. Thanks. - Mark

-----Original Message-----

From: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
Sent: Monday, January 28, 2019 5:11 PM  
To: Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>  
Subject: FW: Resume

Mark -

Attached is the resume for Sam Ridders, who has impressed several of us as someone who has the gravitas, skill and breadth to be a good fit in the Foxconn liaison role. After you have had a chance to review his resume, please feel free to reach out to him directly to gauge how you think he might fit and so that he can ask questions about the role and how he might be successful in it.

Thanks. I will see you tomorrow.

JOEL BRENNAN | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741

-----Original Message-----

From: Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>  
Sent: Monday, January 28, 2019 4:24 PM  
To: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
Subject: Resume

DEBBIE HOCHKAMMER | Administrative Policy Advisor Department of Administration Office of the Secretary  
[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)  
Main: (608) 266-1741|Direct: (608) 267-3770

-----Original Message-----

From: DOA@wisconsin.gov <[DOA@wisconsin.gov](mailto:DOA@wisconsin.gov)>  
Sent: Monday, January 28, 2019 4:25 PM

To: Hochkammer, Debbie - DOA <Debbie.Hochkammer@wisconsin.gov>  
Subject: Message from "SECY03"

This E-mail was sent from "SECY03" (MP C6004).

Scan Date: 01.28.2019 16:24:58 (-0600)  
Queries to: DOA@wisconsin.gov

**From:** [Louis Woo](#)  
**To:** [Hogan, Mark](#); [Alan Yeung](#); [Brennan, Joel - DOA](#); [Barca, Peter W - DOR](#); [quincy.tse@ifengpai.com](#); [tarra.gundrum@fewidev.com](#); [Hochkammer, Debbie - DOA](#); [Colbert, Kathie - WEDC](#)  
**Subject:** Re: Canceled: Weekly Communications Meeting  
**Date:** Sunday, February 03, 2019 10:54:17 PM

---

Thanks and that is very kind of you. Yes this is the Year of the Boar with a roar! Talk to you guys next week! I am almost having a post-holiday blue already. Louis

---

发件人: Mark Hogan <mark.hogan@wedc.org>  
日期: 2019年2月4日 星期一 上午6:18  
收件人: Louis Woo <[REDACTED]>, Alan Yeung <alan@fewidev.com>, "Brennan, Joel - DOA" <joel.brennan@wisconsin.gov>, "peter.barca@wisconsin.gov" <peter.barca@wisconsin.gov>, "quincy.tse@ifengpai.com" <quincy.tse@ifengpai.com>, "tarra.gundrum@fewidev.com" <tarra.gundrum@fewidev.com>, "Hochkammer, Debbie - DOA" <Debbie.Hochkammer@wisconsin.gov>, Kathie Colbert <kathie.colbert@wedc.org>  
主题: Canceled: Weekly Communications Meeting

Happy New Year, Louis, Alan & Quincy!

As we discussed last week, we are cancelling Monday's 7 am call to celebrate the Chinese New Year. 2019 is the year of the pig. My understanding is the pig, and similar to the state of Wisconsin, reflects the importance of China's agricultural society. In addition, the pig is also associated with water as its fixed element, something that is also treasured in Wisconsin. Happy New Year to all of our friends at Foxconn! The best is yet to come! - Mark

**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** FW: Open Records Request  
**Date:** Monday, February 04, 2019 12:08:58 PM  
**Attachments:** [image001.png](#)

---

---

**From:** DOA Secretarys Office <[DOASecretarysOffice@wisconsin.gov](mailto:DOASecretarysOffice@wisconsin.gov)>  
**Sent:** Monday, February 4, 2019 11:48 AM  
**To:** Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>  
**Subject:** FW: Open Records Request

FYI – Legislative public records request. I forwarded it to Legal.



**DEBBIE HOCHKAMMER** | Administrative Policy Advisor  
Department of Administration  
Office of the Secretary  
[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)  
Main: (608) 266-1741 | Direct: (608) 267-3770  


---

**From:** Rep.Steffen <[Rep.Steffen@legis.wisconsin.gov](mailto:Rep.Steffen@legis.wisconsin.gov)>  
**Sent:** Friday, February 01, 2019 4:25 PM  
**To:** GOV Info <[govinfo@wisconsin.gov](mailto:govinfo@wisconsin.gov)>  
**Cc:** Nilsestuen, Ryan - GOV <[ryan.nilsestuen1@wisconsin.gov](mailto:ryan.nilsestuen1@wisconsin.gov)>; Gau, Maggie M - GOV <[maggie.gau@wisconsin.gov](mailto:maggie.gau@wisconsin.gov)>; DOA Secretarys Office <[DOASecretarysOffice@wisconsin.gov](mailto:DOASecretarysOffice@wisconsin.gov)>; [dpistatesuperintendent@dpi.wi.gov](mailto:dpistatesuperintendent@dpi.wi.gov)  
**Subject:** Open Records Request

Good afternoon,

As a candidate, Tony Evers said "What we can do is renegotiate some of the side deals that Walker made with [Foxconn] that frankly don't make any sense. We need to have environmental protections."

A report on Thursday morning by the Nikkei Asian Review said "In the U.S., a \$10 billion investment in display production in the state of Wisconsin has been suspended and scaled back as a result of negotiations with new Gov. Tony Evers, a Foxconn document obtained by Nikkei shows."

In response to this report DOA Secretary Brennan said that "The administration is in regular, weekly communication with senior leadership at Foxconn." Governor Evers' spokesperson tweeted "claims made today that @GovEvers has tried to renegotiate the Foxconn contract are false".

To clarify the mixed messages that have been sent and ensure transparency over this important economic development initiative, I am filing an Open Records Request regarding the state's agreement with Foxconn, any discussions or considerations about modifying the agreement, and any other activities and investments Foxconn is making in the state. This should include but is not limited to briefings, agendas, calendars, emails, physical correspondence, memos, or any other documents relating to Foxconn that have been prepared for any meetings or calls between Foxconn and:

- Governor Evers
- Staff in Governor Evers' Transition Office
- The Department of Public Instruction

from November 7<sup>th</sup> 2018 to the current date.

This should also include but is not limited to briefings, agendas, calendars, emails, physical correspondence, memos, or any other documents relating to Foxconn that have been prepared for any meetings or calls between Foxconn and:

- Governor Evers' Office
- The Department of Administration

from January 7<sup>th</sup> 2019 to the current date.

The request should include but is not limited to the following individuals and search terms:

Individuals:

- Maggie Gau
- Joel Brennan
- Peter Barca
- Jennie Dye
- Zach Madden
- Melissa Baldauff
- Kara Pennoyer
- Barbara Worcester
- Any staff or representatives that participated in these discussions

Terms:

- Negotiate
- Contract
- Memorandum of Understanding
- Foxconn
- Hon Hai
- Taiwan

- WisConn Valley
- Air Quality
- Water Quality
- Sharp
- Terry Gou

Thank you for your attention to this matter.

Sincerely,

David Steffen  
State Representative  
4th Assembly District  
(608) 266-5840 - Phone  
(608) 282-3604 - Fax

Office Address:  
Room 21 North  
State Capitol  
P.O. Box 8953  
Madison, WI 53708



**From:** [Michale Maxwell](#)  
**To:** [Alderman Robert Bauman](#); [Alderwoman Coggs Assistant](#); [Alderwoman Milele Coggs](#); [Ullsvik, Christian - LEGIS](#); [Hochkammer, Debbie - DOA](#); [Emma Campion Rep Hintz Assistant](#); [Erdman, David R - DOA](#); [Exec Admin City of Milwaukee Alderman's Ofc](#); [Hadler, Heather](#); [Hamilton, Ashanti](#); [James Starke](#); [Jeff Fleming](#); [Jennifer Wright \(Cty Comp Assist\)](#); [Jim Kanter](#); [Brennan, Joel - DOA](#); [Mark Flaherty](#); [Marty Brooks](#); [Martin Matson](#); [Mayor Ehley Assistant](#); [Mayor Kathy Ehley](#); [McCoy, Shannon - LEGIS](#); [Omar Shaikh](#); [Raquel Filmanowicz](#); [Rep.Sanfelippo - LEGIS](#); [Rep.Hintz - LEGIS](#); [Robert Mulcahy](#); [Sakuri Fears](#); [Scott Manske](#); [Romportl, Dan - LEGIS](#); [Sen.Johnson - LEGIS](#); [Fitzgerald, Scott - LEGIS](#); [Tammy Majewski](#); [Tom Gartner Michael Best](#); [Hurlburt, Waylon R - DOA](#)  
**Subject:** FW: Committee Meetings  
**Date:** Monday, February 04, 2019 1:30:28 PM  
**Attachments:** [image002.png](#)  
[image003.png](#)  
[6 Mtg 2019 Committee and Board Meeting Calendar.pdf](#)

---

Just a reminder that there are not any Board Committee meetings this week.

Thank you!

*Ms. Michale M. Maxwell*

Executive Assistant to Mr. Marty Brooks, President & CEO

Sales and Marketing Staff Assistant

\*Wisconsin Center District

(414)908-6069 office [mmaxwell@wcd.org](mailto:mmaxwell@wcd.org)

\*Owners and Operators of the Wisconsin Center,  
Miller High Life Theatre and the UWMilwaukee Panther Arena



This message is intended for the sole use of the individual and entity to which it is addressed, and may contain information that is privileged, confidential and exempt from disclosure under applicable law. If you are not the intended addressee, nor authorized to receive for the intended addressee, you are hereby notified that you may not use, copy, disclose or distribute to anyone the message or any information contained in the message. If you have received this message in error, please immediately advise the sender by reply email and delete the message.

---

**From:** Michale Maxwell

**Sent:** Wednesday, January 30, 2019 11:57 AM

**To:** [Alderman Robert Bauman <rjbauma@milwaukee.gov>](mailto:rjbauma@milwaukee.gov); [Alderwoman Coggs Assistant <adantz@milwaukee.gov>](mailto:mcoggs@milwaukee.gov); [Alderwoman Milele Coggs <mcoggs@milwaukee.gov>](mailto:milele@milwaukee.gov); [Christian Ullsvik](mailto:ullsvik@legis.wisconsin.gov); [Senator Johnson Assistant <Christian.Ullsvik@legis.wisconsin.gov>](mailto:ullsvik@legis.wisconsin.gov); [Debbie Hochkammer <Debbie.Hochkammer@wisconsin.gov>](mailto:debbie.hochkammer@wisconsin.gov); [Emma Campion Rep Hintz Assistant <emma.campion@legis.wisconsin.gov>](mailto:emma.campion@legis.wisconsin.gov); [Erdman, David R - DOA \(David.Erdman@wisconsin.gov\)](mailto:erdman@wisconsin.gov); [David.Erdman@wisconsin.gov](mailto:erdman@wisconsin.gov); [Exec Admin City of Milwaukee Alderman's Ofc <exadmin@milwaukee.gov>](mailto:exadmin@milwaukee.gov); [Hadler, Heather <Heather.Hadler@millercoors.com>](mailto:heather.hadler@millercoors.com); [Hamilton, Ashanti <ahamil@milwaukee.gov>](mailto:ahamil@milwaukee.gov); [James Starke <james.starke@milwaukee.gov>](mailto:james.starke@milwaukee.gov); [Jeff Fleming <jeff.fleming@milwaukee.gov>](mailto:jeff.fleming@milwaukee.gov); [Jennifer Wright \(Cty Comp Assist\) <jennifer.wright@milwaukeecountywi.gov>](mailto:jennifer.wright@milwaukeecountywi.gov); [Jim Kanter - WCD Email Address <jkanter@wcd.org>](mailto:jkanter@wcd.org); [Joel Brennan \(joel.brennan@wisconsin.gov\) <joel.brennan@wisconsin.gov>](mailto:joel.brennan@wisconsin.gov); [Mark Flaherty <mark@jacksonstreetholdings.com>](mailto:mark@jacksonstreetholdings.com); 'Martin Brooks' <MBrooks@wcd.org>; [Martin Matson <martin.matson@milwaukee.gov>](mailto:martin.matson@milwaukee.gov); [Mayor Ehley Assistant <kjaeckels@wauwatosanet.net>](mailto:kjaeckels@wauwatosanet.net); [Mayor Kathy Ehley <kehley@wauwatosanet.net>](mailto:kehley@wauwatosanet.net); [McCoy, Shannon with Senator Johnson](#)

<Shannon.McCoy@legis.wisconsin.gov>; Omar Shaikh <[REDACTED]>; Raquel Filmanowicz <raquel.filmanowicz@bmo.com>; Rep Sanfelippo <rep.sanfelippo@legis.wisconsin.gov>; Rep.Hintz@legis.wisconsin.gov; Robert Mulcahy <RWMulcahy@michaelbest.com>; Sakuri Fears <sakuri.fears@milwaukee.gov>; Scott Manske <scott.manske@milwaukeecountywi.gov>; Sen Fitzgerald Staff Assistant Dan Romportl <dan.romportl@legis.wisconsin.gov>; Senator LaTonya Johnson <sen.johnson@legis.wisconsin.gov>; Senator Scott Fitzgerald <Sen.fitzgerald@legis.wisconsin.gov>; Tammy Majewski <tammymajewski@marcuscorp.com>; Tom Gartner Michael Best <togartner@michaelbest.com>; Waylon Hurlburt <WaylonR.hurlburt@wisconsin.gov>

**Subject:** Committee Meetings

Good Morning,

Next week's committee meetings are being cancelled per Chairman Jim Kanter. The next committee meetings are scheduled for Thursday, March 7, 2019.

Thank you.

*Ms. Michale M. Maxwell*

Executive Assistant to Mr. Marty Brooks, President & CEO

Sales and Marketing Staff Assistant

\*Wisconsin Center District

(414)908-6069 office [mmaxwell@wcd.org](mailto:mmaxwell@wcd.org)

\*Owners and Operators of the Wisconsin Center,  
Miller High Life Theatre and the UWMilwaukee Panther Arena



This message is intended for the sole use of the individual and entity to which it is addressed, and may contain information that is privileged, confidential and exempt from disclosure under applicable law. If you are not the intended addressee, nor authorized to receive for the intended addressee, you are hereby notified that you may not use, copy, disclose or distribute to anyone the message or any information contained in the message. If you have received this message in error, please immediately advise the sender by reply email and delete the message.

**From:** [sam ridders](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** Foxconn  
**Date:** Tuesday, February 05, 2019 1:21:47 PM



---

Secretary Brennan,

It's been a busy week for your team and the Governor as far as Foxconn is concerned. At the same time I was speaking with Tia Torhorst and Mark Hogan, you and the state were juggling and calming last week's news reports. As you continue to consider your path forward for managing the Foxconn project, and whether I might be part of that path, I wanted to pass along a potential resource to you recommended by my friend Mary Bottari with the Center for Media and Democracy. Please see the below email. Thanks.

Best regards,

Sam  


**From:** Mary Bottari < >  
**Sent:** Monday, February 4, 2019 4:40 PM  
**To:** sam ridders < >  
**Subject:** Hey Sam, hoping you can pass this information on to

the powers that be in the administration dealing with Foxconn.

**Greg LeRoy** is the nation's leading expert on assessing economic development subsidies and their feasibility. He is good friend of mine and well-known to others in the state, including Joel Rogers the team at COWS. He has been training and consulting for state and local governments, associations of public officials, labor-management committees, unions, community groups, tax and budget watchdogs, environmentalists, and smart growth advocates more than 30 years.

He has done of number of Foxconn interviews including NBC National News last week. He would be happy to talk about Foxconn with the Evers people to help them assess the underlying feasibility issues. He is pretty swamped but he might also be convinced to do a memo or some other written assessment that might be helpful to understanding various avenues and options.

**Greg LeRoy**  
Executive Director of Good Jobs First  
[goodjobs@goodjobsfirst.org](mailto:goodjobs@goodjobsfirst.org)

202-232-1616 x 211

#### About Good Jobs First & Greg LeRoy

Good Jobs First is a national policy resource center for grassroots groups and public officials, promoting

corporate and government accountability in economic development and smart growth for working families. We provide timely, accurate information on best practices in state and local job subsidies, and on the many ties between smart growth and good jobs. Good Jobs First works with a very broad spectrum of organizations, providing research, training, communications and consulting assistance.

Good Jobs First was [recognized](#) by *State Tax Notes* as one of two “organizations of the year” in 2015 for its victory in winning the Governmental Accounting Standards Board’s Statement No. 77 requiring states and localities report how much revenue they lose to corporate tax breaks for economic development. “Good Jobs First took the lead in pushing for the rules to be strengthened and approved. It rallied its supporters and like-minded organizations, coordinating a massive letter-writing campaign in support of the new standards,” the weekly of record on state tax policy reported.

In 2014, GIS Planning, Inc. and fDI Intelligence (a division of the *Financial Times* in London) gave Greg LeRoy an [Economic Development Leadership Award](#) as “a recognized and committed leader in educating and informing decision makers and communities on the ‘truth’ of incentives based on in-depth research, case studies and white papers.”

In 2013, the U.S. Library of Congress notified Good Jobs First that the Library would begin permanently archiving the content of Good Jobs First’s website as a historically important public policy record.

Dubbed “the leading national watchdog of state and local economic development subsidies” and “God’s witness to corporate welfare,” Greg founded Good Jobs First in 1998 upon winning the Public Interest Pioneer Award.

Greg backed into subsidy reform accidentally, while creating a national consulting practice against plant closings from Chicago from the early 1980s through the mid-1990s. He is associate producer of the 1984 PBS documentary *The Last Pullman Car* and consulted for state agencies in Illinois, New York, and Washington State. His 1986 *Early Warning Manual Against Plant Closings* (upon which he trained all 50 states’ Dislocated Worker Units under contract to the U.S. Department of Labor) and his 1989 study “Intervening With Aging Owners to Save Industrial Jobs” (the first study to quantify the risk of job loss due to a lack of succession planning) set precedents that guided many public agencies and non-profits.

Numerous plant closings he worked on involved abuse of economic development subsidies; factories that had received past incentives were now being shuttered. Usually, the fine print revealed that such abuses were technically legal; those revelations lead to public outrage and the enactment of clawbacks and other safeguards to prevent future waste. Sometimes there was a basis for legal challenge: in 1987, Greg wrote a study that triggered the City of Duluth’s successful lawsuit against Triangle Corporation; the nationally-reported verdict arrested the closure of that city’s largest factory, Diamond Tool, based on an Industrial Revenue Bond contract. Between 1990 and 1992, he assisted the Oil, Chemical and Atomic Workers in Elkhart, Indiana in their multiple-abuse lawsuit against American Home Products that settled for \$24 million on the eve of trial.

Collecting the reforms prompted by these revelations (clawbacks, disclosure, job quality standards, etc.), Greg wrote [No More Candy Store: States and Cities Making Job Subsidies Accountable](#) in 1994. It was lauded by the International Economic Development Council as “very impressive research” and reviewed by the National Conference of State Legislatures a “famous polemic that contends that subsidies for economic development are mere corporate giveaways, and that calls for greater accountability and public restraint.”

Founding Good Jobs First in Washington, DC in 1998, partnering with the Fiscal Policy Institute to launch Good Jobs New York in 2000, and welcoming the Corporate Research Project in 2001, Greg has built a full-service resource center for constituency-based organizations and public officials seeking to reform economic development. Since its first report in 1999, Good Jobs First has issued more than 100 studies, setting a long string of influential research precedents about economic development subsidies.

Good Jobs First's 50-states-plus-DC "report card" studies, such as "[Show Us the Subsidized Jobs](#)," have made it de facto the arbiter of best state and local practice in transparency (disclosing deal-specific costs and benefits online). It is also the go-to source on best practices for job creation and job quality standards, and for enforcement including "clawbacks," or recapture safeguards. Led by research director Phil Mattera, Good Jobs First research analysts Leigh McIlvaine, Tommy Cafcas and Kasia Tarczyska monitor subsidy news in all 50 states and provide front-line technical assistance.

In response to GJF's 2003 study, [A Better Deal for Illinois](#), that state enacted the nation's best subsidy disclosure system. In 2005, New York City enacted the best local disclosure ordinance in the nation (enhanced in 2010) after repeated agitations by Good Jobs New York's Bettina Damiani with the NYC Industrial Development Agency.

Greg's 2005 book [The Great American Jobs Scam: Corporate Tax Dodging and the Myth of Job Creation](#) (Berrett-Koehler Publishers) was widely reviewed by daily newspapers, specialty tax and development publications, C-Span's Book TV, The New York Review of Books, Publishers Weekly and Library Journal. Business Week called it a "powerful compendium of corporate tax dodging in the U.S." and State Tax Notes wrote: "meticulously documented ...scrupulously accurate ...evocative storytelling..."

He has book chapters in [Building Health Communities: A Guide to Community Economic Development for Advocates, Lawyers, and Policymakers](#) (American Bar Association, 2009) and [Breakthrough Communities: Sustainability and Justice in the Next American Metropolis](#) (MIT Press, 2009).

Greg summarizes the job-creation benefits of smart growth for working families in this article in Urban Habitat's Race, Poverty and the Environment entitled "[Public Transit and Urban Density Create More Good Jobs](#)."

Greg has spoken or trained for meetings of such diverse organizations as (alphabetically): AFL-CIO, Blue-Green Alliance, Business Alliance for Local Living Economies, Center for State Innovation, Center for Transportation Excellence, Center on Budget and Policy Priorities, Council of Development Finance Agencies, Economic Policy Institute, Gamaliel Foundation, International Economic Development Council, Investigative Reporters and Editors, National Conference of State Legislatures, National League of Cities, Netroots Nation, Local Government Commission/New Partners for Smart Growth, Rail~Volution, the Sierra Club, and many scores of state and local government bodies, constituency-based, non-profit and academic organizations.

--

Mary Bottari  
Center for Media and Democracy  
[ExposedbyCMD.org](#)  
[ALECexposed.org](#)  
[Sourcewatch.org](#)  
[PRwatch.org](#)  
[@MaryBottari](#)  
608 301 6602

**From:** [WEDC Board](#)  
**Subject:** 02-18-2019 WEDC Board Orientation  
**Date:** Tuesday, February 05, 2019 3:51:30 PM  
**Attachments:** [image013.png](#)  
[image014.png](#)  
[image015.png](#)  
[image016.png](#)  
[image017.png](#)

---

Hello WEDC Board Members,

Thank you all for inputting your responses on the doodle calendar. The selected date and time for our WEDC Board Orientation will be on:

**Monday, February 18, 2019 from 2:00-3:30 pm.**

**Lunch will be offered at 12:30 pm** as a chance to enjoy a delicious meal before the orientation and an opportunity get to know WEDC staff and other WEDC Board members a little better.

If you could provide confirmation of your attendance to both the pre-orientation lunch at 12:30 pm as well as confirmation of your attendance of the WEDC Board Orientation from 2:00-3:30pm by Monday, February 11th, that would be great! We would love to have you for both the lunch and orientation, but we do understand if you are only able to make it to the orientation.

I will be reaching out to Board members with an agenda, location and parking, and lunch options early next week.

If you are unable to attend this orientation, please let me know and we will schedule another date for you.

Please let me know if you have any questions,

Erika Julsrud  
Assistant to the Chief Legal Officer and Board of Directors  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703

Ph: 608.210.6859



Website: <http://inwisconsin.com>

Newsletters: <http://inwisconsin.com/subscribe/>



**From:** [Pahnke, Brian D - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#); [Torhorst, Tia S - DOA](#); [Dye, Jenni N - GOV](#)  
**Subject:** FW: Businessweek Foxconn Article  
**Date:** Wednesday, February 06, 2019 9:32:29 AM

---

FYI

---

**From:** Quinn, Brian D - DOA <Brian.Quinn@wisconsin.gov>  
**Sent:** Wednesday, February 06, 2019 4:58 AM  
**To:** Pahnke, Brian D - DOA <briand.pahnke@wisconsin.gov>  
**Cc:** Ziegler, Paul - DOA <Paul2.Ziegler@wisconsin.gov>; Grinde, Kirsten - DOA <Kirsten.Grinde@wisconsin.gov>  
**Subject:** Businessweek Foxconn Article

<https://www.bloomberg.com/news/features/2019-02-06/inside-wisconsin-s-disastrous-4-5-billion-deal-with-foxconn>

This just came out. It's probably the most thorough piece I've seen on the deal in the press yet.



**From:** [DOA Communications](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** FW: For Information: Foxconn Statement  
**Date:** Thursday, February 07, 2019 8:26:51 AM

---

**From:** Myranda Tanck <mt@platform-communications.com>  
**Sent:** Wednesday, February 6, 2019 5:21 PM  
**To:** GOV Press <GOVPress@wisconsin.gov>; DOA Communications <DOACommunications@wisconsin.gov>; DOR Secretary <DORSecretary@wisconsin.gov>; DOR Communications <DORCommunications@wisconsin.gov>; Hogan, Mark <mark.hogan@wedc.org>  
**Subject:** For Information: Foxconn Statement

C/O Governor Evers, Sec. Brennan, Sec. Barca, and Sec. Hogan:

Please see below a statement from Foxconn that has been approved for media inquiries related to this morning's Bloomberg article:

**Statement from Foxconn Technology Group**

The story in Bloomberg Businessweek (Feb, 6, 2019) attempts to paint a false picture of Foxconn Technology Group and its substantial investment in Wisconsin.

While relying largely on unnamed sources, anecdotes, and hearsay, the piece fails to give a balanced view of Foxconn's project in Wisconsin. It omits much of the detailed information Foxconn shared with Bloomberg Businessweek containing highlights of the Wisconsin project, an outline of Foxconn's partnerships throughout the state, and an overview of the company's positive economic impact in Wisconsin.

Foxconn's commitment to Wisconsin remains as strong as ever. In addition to creating more than a thousand jobs in the state so far, Foxconn invested over \$200 million to date in Wisconsin. We deepened our collaboration with a range of academic partners through initiatives like a pledge of \$100 million to UW Madison for the Foxconn Institute for Research in Science and Technology and the Smart Cities, Smart Futures Competition. We forged strong relationships with Wisconsin's business community, supported Badger State companies, invested in Wisconsin industries like Ginseng, and co-established the \$100 million Wisconn Valley Venture Fund to help Wisconsin businesses continue to advance towards the future. While doing all of this, we completed the first of many buildings at the Wisconn Valley Science and Technology Park, and established a network of Innovation Centers throughout Wisconsin to support the project and the state's technology ecosystem. We continue to make good progress on all fronts related to the Wisconn Valley Science and Technology Park, while simultaneously broadening our investment across Wisconsin far beyond our original plans to ensure the company, our workforce, the local community, and the state of Wisconsin will be positioned for long-term success.

As Foxconn continues its Wisconsin project, it remains committed to its long-term investment and creating 13,000 jobs in Wisconsin. We look forward to engaging further with the good people of Wisconsin as we continue to invest in American talent and broaden the base of our investment in the state.

Best,

Myranda

--



**From:** [WEDC Board](#)  
**Subject:** Scheduling March WEDC Board In Person Meeting  
**Date:** Thursday, February 07, 2019 10:04:30 AM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)  
[image004.png](#)  
[image005.png](#)

---

Good Morning WEDC Board Members,

We are currently in the midst of scheduling our March WEDC Board In Person Meeting. The following dates and times have been provided as options for you:

**Monday, March 11th from 2pm-4pm**

**Tuesday, March 12th from 9:30am-11:30am**

**Friday, March 15th from 1pm-3pm**

I have created another doodle poll in which you may select the date that will work best for you. **Please fill out you availability on the doodle poll linked below:**

<https://doodle.com/poll/rr9tvr5ckre2yn83>

Thank you for your input, I appreciate it. Another friendly reminder is that we are having our WEDC Board Orientation on Monday, February 18th with a lunch starting at 12:30 pm and orientation beginning at 2:00 pm. I recently sent out an e-mail to you about this meeting. If you could please let me know of your attendance to the orientation by Monday, February 11th, that would be great!

Please do not hesitate to reach out if you have any other questions,

Erika Julsrud  
Assistant to the Chief Legal Officer and Board of Directors  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703

Ph: 608.210.6859



Website: <http://inwisconsin.com>

Newsletters: <http://inwisconsin.com/subscribe/>



**From:** [WEDC Board](#)  
**Subject:** Update on Scheduling March WEDC Board Meeting  
**Date:** Thursday, February 07, 2019 11:32:00 AM  
**Attachments:** [image013.png](#)  
[image014.png](#)  
[image015.png](#)  
[image016.png](#)  
[image017.png](#)

---

Hello WEDC Board Members,

There has been a revision to the March WEDC Board Meeting doodle poll. Please note that Friday, March 15th is no longer available. Please respond to this doodle updating your availability. Thanks for your understanding! Let me know if you have any further questions.

<https://doodle.com/poll/rr9tvr5ckre2yn83>

Best,

Erika Julsrud  
Assistant to the Chief Legal Officer and Board of Directors  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703

Ph: 608.210.6859



Website: <http://inwisconsin.com>  
Newsletters: <http://inwisconsin.com/subscribe/>



**From:** [sam rikkers](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** RE: Follow Up  
**Date:** Thursday, February 07, 2019 1:02:05 PM

---

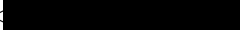
Secretary Brennan,

I spoke with Mark Hogan this morning, plan to speak with or meet Claude tomorrow or this weekend, and next Tuesday afternoon, I'll be speaking with WEDC's Tricia Braun and Jela Trask. I'll ping by email over the weekend after my conversations and find a time that works to chat. Thanks.

Best regards,

Sam  


-----Original Message-----

From: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
Sent: Thursday, February 7, 2019 10:18 AM  
To: sam rikkers < >  
Subject: Follow Up

Sam -

See below for the names of the other people at WEDC that Mark suggested you would benefit from talking to. I have instructed Mark to have them reach out to you directly to arrange a conversation. I copied you on the message to Claude about a conversation with him and Jenny Trick.

Good to talk with you last night. Let's chat again before the weekend is done.

JOEL BRENNAN | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741

-----Original Message-----

From: Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)>  
Sent: Sunday, February 3, 2019 4:43 PM  
To: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
Subject: RE: Resume

Hi Joel,

As I mentioned briefly on Friday, I had a very good conversation with Sam on Thursday afternoon. I know he has talked with Mayor Mason, but I would also suggest he meet with Jenny Trick & Claude Lois from the county & village, as well as Tricia Braun and Jela Trask from WEDC. I would think these could be done in two meetings.

Jela (pr. yella) is the key business liaison at WEDC and her role is the 2nd position that was funded through the Foxconn legislation. She is actively involved in all aspects of the Foxconn project and particularly with our outreach efforts throughout Wisconsin. Please let me know how you would like to proceed. Thanks. - Mark

**From:** [Kathie Colbert](#) on behalf of [Mark Hogan](#)  
**To:** [Hogan, Mark](#)  
**Subject:** Mark Maley  
**Date:** Friday, February 08, 2019 9:23:48 AM

---

WEDC Board Members: I am saddened to report that Mark Maley, WEDC's Public Affairs and Communications Director, passed away earlier this morning. Mark was informed he had [REDACTED] less than six weeks ago and we are comforted that his suffering is over.

Many of our new board members probably never knew Mark. But he loved telling the stories of the work we did to help communities and companies achieve their dreams. No one did this better than Mark.

Please keep Mark's wife, Debbie, and his children, Erica and Kobi, in your prayers. — Mark

NOTE: The accompanying email was sent to staff earlier this morning

---

**From:** Kathie Colbert **On Behalf Of** Mark Hogan  
**Sent:** Friday, February 8, 2019 7:55 AM  
**To:** WEDC DL All Staff <[wedcdlallstaff@wedc.org](mailto:wedcdlallstaff@wedc.org)>  
**Subject:** Mark Maley

Debbie Maley called this morning to say Mark has found the peace we have been praying for him to have. We are comforted to know his suffering has ended, but our prayers and support continue for Debbie, Erika, and Kobi and also for our WEDC family.

You should all be incredibly proud of how you have pulled together since Mark first told us of the challenge he faced a couple of weeks ago. Mark's spirit will live on in all who knew and loved him. As we look for ways to deal with Mark's loss, I would ask you to consider doing random acts of kindness with him in mind.

Details of his funeral arrangements will be provided as they are made available. May Mark Rest In Peace.

-Mark

**From:** [Brennan, Joel - DOA](#)  
**To:** [Hogan, Mark](#)  
**Subject:** Re: Mark Maley  
**Date:** Friday, February 08, 2019 9:52:44 AM

---

Mark -

I am truly sorry to hear this news and will keep Debbie, Kobi, Erika and Mark's legion of friends in my thoughts and prayers.

Joel

Sent from my iPhone

On Feb 8, 2019, at 8:00 AM, Mark Hogan <[mark.hogan@wedc.org](mailto:mark.hogan@wedc.org)> wrote:

Joel, Maggie & Melissa,

We just heard Mark passed away this morning. I sent the following out to the WEDC family a few minutes ago. I greatly appreciate the support the three of you have shown over the past couple of weeks. I am also extremely thankful, as was Mark, for Governor Evers taking the time to call him. More to follow, but I wanted you to be aware. - Mark

---

**From:** Kathie Colbert **On Behalf Of** Mark Hogan  
**Sent:** Friday, February 8, 2019 7:55 AM  
**To:** WEDC DL All Staff <[wedcdlallstaff@wedc.org](mailto:wedcdlallstaff@wedc.org)>  
**Subject:** Mark Maley

Debbie Maley called this morning to say Mark has found the peace we have been praying for him to have. We are comforted to know his suffering has ended, but our prayers and support continue for Debbie, Erika, and Kobi and also for our WEDC family.

You should all be incredibly proud of how you have pulled together since Mark first told us of the challenge he faced a couple of weeks ago. Mark's spirit will live on in all who knew and loved him. As we look for ways to deal with Mark's loss, I would ask you to consider doing random acts of kindness with him in mind.

Details of his funeral arrangements will be provided as they are made available. May Mark Rest In Peace.

-Mark



**From:** [Joe Kirgues](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** Followup  
**Date:** Friday, February 08, 2019 2:13:32 PM  
**Attachments:** [Governor's Transformation Initiative.pdf](#)

---

Joel,

Per our discussion, I drafted a short white paper on potential next steps for catalyzing entrepreneurship and job growth in Wisconsin.

I also thought I might suggest a few names for the entrepreneurship committee at the WEDC? I would feel comfortable approaching any and all but have not met David Villa.

Que El-Amin (head of entrepreneurship effort in Milwaukee)  
Zach Halmstad (founder of JAMF from Eau Claire)  
Austin Ramirez (CEO of Husco)(would also recommend for SWIB)  
Craig Dickman (heads up TitleTown Tech near Lambeau/successful entrepreneur)  
Anne Smith ( UW Law and Entrepreneurship clinic)  
Erik Iverson (WARF)  
David Villa (head of SWIB)  
Sarah Godlewski (State Treasurer)(would also recommend for SWIB)  
Peter Gunder (AmFam)  
Rochelle Robinson (Northwestern Mutual)  
Darcey Nett (ImageMover)

Let me know what you think and if a followup call is of interest feel free to call whenever.

Thanks!

Joe

--

Joe Kirgues

**gener8tor**

cell 414.940.3287

[#14th Ranked Accelerator](#)

Wisconsin & Minnesota

[www.gener8tor.com](http://www.gener8tor.com)

## **Governor's Transformation Initiative**

Governor Evers has a once-in-a-generation chance to build a venture fund for Wisconsin that will create dozens of startups, catalyze thousands of new jobs and position our economy for tomorrow.

We hope that with this proposal Governor Evers will set in motion a series of steps culminating in a public-private collaboration to create a \$100M+ fund to support Wisconsin's economy—"Investing in the Future of Wisconsin."

At the request and direction of the Governor, this fund would be raised from Wisconsin institutions with large balance sheet assets from both the public sector (e.g. SWIB, WARF, BCPL, UW Foundation) and private sector (e.g., insurance companies, utilities, large corporations, private foundations).

This proposal covers three steps to accomplish this result:

- (1) an entrepreneurship committee under WEDC focused on catalyzing this new fund and serving as a project manager for the effort;
- (2) a coalition-building campaign led by the Governor and his affiliates to secure public and private sector commitments for the fund; and,
- (3) a model to implement the fund to optimize its effect on Wisconsin's economy.

*We believe these steps will not require resources from the State's budget or legislative approval.*

### **Why Venture Capital?**

*Venture capital is one of the most efficient ways to drive economic growth.*

- From a return on investment perspective, for every \$1 invested in venture capital from 1970-2010, \$6.27 of revenue was generated.
- Nationwide, annual venture capital investment is less than .2% of GDP, and yet venture-backed companies annual generate revenue equal to 21% of US GDP, and venture-backed companies employ 11% of US private sector workers.

*Wisconsin's neighbors vastly outpace us in venture capital. The rest of the country vastly outpaces the region.*

- In 2017, \$115 million in venture capital was invested in Wisconsin. By comparison there was \$334 million in Michigan, \$565 million in Minnesota, and \$1.948 billion in Illinois.
- The large markets actively use this financing to fuel growth with 2017 totals of \$8 billion in Massachusetts, \$12 billion in New York, and \$43 billion in California.

*It's not as though capital isn't available, it's that it is sent elsewhere.*

- 47% of pension fund dollars allocated to VCs come from the upper Midwest, while at the time only 12% of venture capital dollars were invested back home in the region.

*The result: the Midwest, including Wisconsin, is exporting its collective wealth to support GDP and job growth elsewhere.*

## **WEDC Entrepreneurship Committee**

To begin this effort, we ask Governor Evers to appoint a diverse representation to the WEDC entrepreneurship committee that focuses on stakeholders necessary to secure the launch of the new venture fund.

Specifically, we believe this committee should secure representation from the heads of WARF, SWIB, the State Treasurer, representatives from the larger insurers (e.g. American Family Insurance, Northwestern Mutual and WEA Trust), the utilities, and a host of startup founders.

We hope to work with Governor Evers to make this an inclusive and diverse group and we are confident we can keep this promise.

Once created, we hope this committee will work to recommend this fund's creation and models for its implementation. We also hope the fund will use its representatives to secure lead commitments to the fund's capital base.

## **Coalition Building**

Once the committee reports on its efforts and secures initial commitments, we hope to work with Governor Evers to approach Wisconsin institutions with large balance sheet assets. We believe Governor Evers' request to have these groups invest in Wisconsin's future will secure critical commitments for the fund's success.

We believe Governor Evers' efforts to invest capital into our best and brightest will be a successful investment strategy for these institutional partners. At gener8tor, we have successfully been betting on Wisconsin's best and brightest for over seven years and they've never let us down.

## **Implementation**

Once Governor Evers secures commitments sufficient to launch the fund, we hope the WEDC will work to secure a private fund manager. We hope the WEDC encourages the fund manager to deploy 2/3 of the funds to Wisconsin-based venture funds and 1/3 to national venture funds

which commit to investing the lion's share of the capital committed to them from this initiative back into the state.

In short, we hope this initiative will create an index fund of Wisconsin's venture capital community, and use its capital as a draw for the best national funds to look at importing their capital into the state.

## **Conclusion**

We would look forward to making a presentation in support of this white paper at your convenience and answering any questions you might have.

**From:** [WEDC Board](#)  
**Subject:** WEDC Board Resignation Update on behalf of Secretary Nancy Hernandez  
**Date:** Friday, February 08, 2019 4:16:07 PM  
**Attachments:** [image013.png](#)  
[image014.png](#)  
[image015.png](#)  
[image016.png](#)  
[image017.png](#)

---

Hello WEDC Board,

We have received notice from the Governor's office of Darryl Morin's resignation from the WEDC Board of Directors. Notification of the resignation has been shared as required by the bylaws. Thank you.

-WEDC Board Secretary Nancy Hernandez

Have a great weekend,

Erika Julsrud  
Legal Assistant and Board Liaison  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703

Ph: 608.210.6859



Website: <http://inwisconsin.com>  
Newsletters: <http://inwisconsin.com/subscribe/>



**From:** [Hochkammer, Debbie - DOA](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** FW: Governor's Feb 11 schedule  
**Date:** Friday, February 08, 2019 4:50:33 PM  
**Attachments:** [02.11.19 Roundtable at Diverse & Resilient.pdf](#)  
[02.11.19 Blake Moret Meeting.pdf](#)  
[02.11.19 VISIT Milwaukee Board.pdf](#)  
[02.11.19 Near West Side Partners CEOs Meeting.pdf](#)  
[image001.png](#)  
[image003.png](#)  
[image004.png](#)

---



**DEBBIE HOCHKAMMER** | Administrative Policy Advisor  
Department of Administration  
Office of the Secretary  
[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)  
Main: (608) 266-1741 | Direct: (608) 267-3770  


---

**From:** Raymer, Elsie E - GOV <[elsie.raymer@wisconsin.gov](mailto:elsie.raymer@wisconsin.gov)>  
**Sent:** Friday, February 08, 2019 4:26 PM  
**To:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>  
**Cc:** Taylor, Jorna - GOV <[jorna.taylor@wisconsin.gov](mailto:jorna.taylor@wisconsin.gov)>; Kuhn, Jamie S - GOV <[jamie.kuhn@wisconsin.gov](mailto:jamie.kuhn@wisconsin.gov)>  
**Subject:** RE: Governor's Feb 11 schedule

Briefings attached.

---

**From:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>  
**Sent:** Friday, February 8, 2019 3:32 PM  
**To:** Raymer, Elsie E - GOV <[elsie.raymer@wisconsin.gov](mailto:elsie.raymer@wisconsin.gov)>  
**Cc:** Taylor, Jorna - GOV <[jorna.taylor@wisconsin.gov](mailto:jorna.taylor@wisconsin.gov)>; Kuhn, Jamie S - GOV <[jamie.kuhn@wisconsin.gov](mailto:jamie.kuhn@wisconsin.gov)>  
**Subject:** RE: Governor's Feb 11 schedule

Perfect, thank you!

He will already be there (lives there) so he will meet the Governor at the Rockwell Automation event at 9:30.

Jamie, can I get a cell number for you in case he wants to reach you?

Also, if you have any materials you can share for that or other Monday events, please feel free to send them my way this afternoon or email them directly to Secretary Brennan.

Thanks again everyone!

Debbie



**DEBBIE HOCHKAMMER** | Administrative Policy Advisor

Department of Administration

Office of the Secretary

[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)

Main: (608) 266-1741 | Direct: (608) 267-3770



---

**From:** Raymer, Elsie E - GOV <[elsie.raymer@wisconsin.gov](mailto:elsie.raymer@wisconsin.gov)>

**Sent:** Friday, February 08, 2019 3:11 PM

**To:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>

**Cc:** Taylor, Jorna - GOV <[jorna.taylor@wisconsin.gov](mailto:jorna.taylor@wisconsin.gov)>; Kuhn, Jamie S - GOV <[jamie.kuhn@wisconsin.gov](mailto:jamie.kuhn@wisconsin.gov)>

**Subject:** RE: Governor's Feb 11 schedule

Sounds great. He is welcome to ride along with the Governor between meetings and back to Madison.

I'm cc-ing Jamie, who will be staffing and riding with; and Jorna, who will be advancing.

Will he ride with the Governor to Milwaukee or will he already be there?

Thanks,  
Elsie

---

**From:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>

**Sent:** Friday, February 8, 2019 12:05 PM

**To:** Raymer, Elsie E - GOV <[elsie.raymer@wisconsin.gov](mailto:elsie.raymer@wisconsin.gov)>

**Subject:** RE: Governor's Feb 11 schedule

Hi Elsie,

Secretary Brennan would like to attend these events with the Governor, assuming he is ok with that!

Also, if the Governor is headed back to Madison after these meetings, Joel would be interested in hitching a ride. But he can drive on his own if that's best. Not a problem.

Please let me know.

Thanks!

Debbie



**DEBBIE HOCHKAMMER** | Administrative Policy Advisor

Department of Administration

Office of the Secretary

[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)

Main: (608) 266-1741 | Direct: (608) 267-3770



---

**From:** Raymer, Elsie E - GOV <[elsie.raymer@wisconsin.gov](mailto:elsie.raymer@wisconsin.gov)>

**Sent:** Friday, February 08, 2019 10:11 AM

**To:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>

**Subject:** RE: Governor's Feb 11 schedule

Hi Debbie:

Below is what we have planned the rest of the day:

10:30am VISIT Milwaukee board meeting

11:30am Meeting with Near West Side Partners

12:45pm Roundtable at Diverse and Resilient

Thanks,

Elsie

---

**From:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>

**Sent:** Thursday, February 7, 2019 5:22 PM

**To:** Raymer, Elsie E - GOV <[elsie.raymer@wisconsin.gov](mailto:elsie.raymer@wisconsin.gov)>

**Subject:** RE: Governor's Feb 11 schedule

Hi again Elsie,

Joel asked me to check what the other Milwaukee meetings were the Governor is doing on Monday. He may consider sticking with him until he returns to Madison.

Feel free to call me if you prefer.

Thanks,

Debbie

**DEBBIE HOCHKAMMER** | Administrative Policy Advisor

Department of Administration





Office of the Secretary  
[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)  
Main: (608) 266-1741 | Direct: (608) 267-3770



---

**From:** Raymer, Elsie E - GOV <[elsie.raymer@wisconsin.gov](mailto:elsie.raymer@wisconsin.gov)>  
**Sent:** Thursday, February 07, 2019 10:54 AM  
**To:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>  
**Subject:** RE: Governor's Feb 11 schedule

Hi Debbie,

We won't be departing MKE until around 1:30pm on Monday. Sorry about that!

Also, I know Secretary Brennan has worked extensively with Blake in the past, so I wanted to ask if DOA has any existing background materials on Rockwell and Business Roundtable you could share with our office as we're putting together the Governor's briefings.

Thanks,  
Elsie

---

**From:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>  
**Sent:** Thursday, February 7, 2019 10:36 AM  
**To:** Raymer, Elsie E - GOV <[elsie.raymer@wisconsin.gov](mailto:elsie.raymer@wisconsin.gov)>  
**Subject:** Governor's Feb 11 schedule

Hi Elsie,

Secretary Brennan is wondering if the Governor will be driving back to Madison after the Rockwell event Monday morning? If so, he would be interested in catching a ride with him.

Please let me know if that is a possibility.

Thanks!

Debbie

**DEBBIE HOCHKAMMER** | Administrative Policy Advisor  
Department of Administration  
Office of the Secretary  
[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)  
Main: (608) 266-1741 | Direct: (608) 267-3770



## **MEMORANDUM FOR GOVERNOR EVERS**

### **RE: Meeting with VISIT Milwaukee Board**

Date: Monday, February 11

Time: 10:30am - 11:00am

Location: Pilot House, 500 N Harbor Dr, Milwaukee, WI 53202

Staff: Jorna Taylor, Jamie Kuhn

Contact: Buddy Julius [REDACTED]

---

**OVERVIEW:** YOU and Secretary Brennan will address about 50 members and guests of the VISIT Milwaukee board. Paul Upchurch will open the meeting and introduce Secretary Brennan. Secretary Brennan will give brief remarks and introduce YOU. YOU will give brief remarks and open up the program for 17 minutes of questions.

This meeting is closed press.

**VISIT Milwaukee:** VISIT Milwaukee works to increase the economic impact of tourism in the Milwaukee community. Tourism directly supports over 51,000 full time jobs in the Greater Milwaukee area and brings in \$5.2 billion each year.

VISIT Milwaukee is supported by more than 700 partner businesses. VISIT Milwaukee functions as the sales and marketing arm of the Wisconsin Center District (WCD). The Wisconsin Center District is a government body created to fund, build and operate Milwaukee's three-facility convention complex consisting of the Wisconsin Center, Miller High Life Theatre and UW-Milwaukee Panther Arena.

### **SEQUENCE OF EVENTS:**

10:30am	YOU and Secretary Brennan arrive at Discovery World. Omar Shaikh greets you upon arrival. YOU make your way to Pilot House.
10:35am	Paul Upchurch opens up the meeting and introduces Secretary Brennan.
10:37am	Secretary Brennan gives brief remarks and introduces YOU.
10:40am	YOU give brief remarks.
10:43am	YOU open up for questions.
11:00am	YOU depart.

**PARTICIPANTS:**

Paul Upchurch, President/CEO 	Omar Shaikh, Chair 	Buddy Julius, The Firm LLC 
---	---	---

**BOARD MEMBERS:**

Rafael Acevedo	City of Milwaukee
Steve Baas	Metropolitan Milwaukee Association of Commerce (MMAC)
Joe Bartolotta	Bartolotta Restaurant Group
Cheryl Berdan	City of Wauwatosa
Grady L. Crosby	Johnson Controls Inc.
Bill Davidson	Harley-Davidson Museum
Brian Dranzik	General Mitchell International Airport
Mayor Kathy Ehley	City of Wauwatosa
Mark Flaherty	Jackson Street Holdings
Jeremy Fojut	NEWaukee
Eve Hall	The Milwaukee Urban League
Kristine Hillmer	Wisconsin Restaurant Association
Tracy Johnson	Commercial Association of REALTORS Wisconsin
James Kanter	Miller Coors

Lynda Kohler	SHARP Literacy, Inc.
Tom Malloy	Potawatomi Hotel & Casino
Greg Marcus	Marcus Corporation
Paul Mathews	Marcus Center for the Performing Arts
Rose Murack	Radisson Hotel Milwaukee-West
David Murphy	Marquette University
Kathleen O’Leary	Wisconsin State Fair
Tai Pauls	Milwaukee Brewers
Marcelle Polednik	Milwaukee Art Museum
Gerard Randall, Jr.	Milwaukee Education Partnership
Omar Shaikh	SURG Restaurant Group
Don Smiley	Summerfest
Howard Snyder	Northwest Side Community Development Center
John Steinmiller	Milwaukee Bucks
Jim Villa	National Association for Industrial & Office Properties
Melissa Weiss	City of Wauwatosa
Teig Whaley-Smith	Milwaukee County
Chuck Wikenhauser	Milwaukee County Zoo

## OPENING TALKING POINTS:

- It may be cold in Wisconsin, but every time I come to Milwaukee I see something new being built and I feel the energy in this city. There are so many creative people and companies doing innovative things.
- We all know how important tourism is to Wisconsin. Tourism is our 3<sup>rd</sup> largest industry generating \$20.6 billion in revenue a year and supporting 195,000 jobs (likely even more that we don't track) statewide.
- And, we all know how important Milwaukee is to Wisconsin.
- Milwaukee County is the largest tourism employer in Wisconsin. As the area continues to evolve tourism continues to grow, and that is good for all of us.
- Milwaukee plays a major role in our success and our growth potential. As Milwaukee attracts younger and more diverse travelers to Wisconsin we attract more diverse businesses and tourist alike.
- Who wouldn't want to come to the Milwaukee area for a cultural event, the lakefront, a concert, an amazing meal, or even a riverboat brewery tour.
- We have much to be proud of and if we work together we will continue to create more jobs and more opportunities, improve our economy, and have fun together!

## **GENERAL TALKING POINTS:**

- It's been a great first month in office listening to the people of Wisconsin. I remain committed to finding common ground so we can make our state work for everyone.
- I know that the people want to see politicians on both sides of the aisle working together to find common sense solutions to expand access to affordable healthcare, fully fund our schools, reform our criminal justice system, and address our infrastructure challenges.
- That's why it is so important that we connect the dots on these important issues.
- I've appointed a fantastic team of leaders in state government—the most diverse cabinet in Wisconsin's history—and they are ready to get things done.

## **Budget:**

- I am fighting to preserve the highest possible protections for people with pre-existing conditions--the protections provided under the Affordable Care Act--and I refuse to accept the Republicans' attempt to rollback the Affordable Care Act and replace it with weaker standards.
- I will be expanding Medicaid in his budget and will take that idea straight to the people and build support for it.
- This will help more people access affordable healthcare and save the taxpayers money. If Republican states can get this done so can Wisconsin.

- I have always believed that what's best for our kids is best for our state.
- The upcoming budget will return to two-thirds funding for our public schools, something the Speaker has recently expressed is a priority for his caucus.
- We will also address Wisconsin's transportation funding crisis. I am committed to working with both sides of the aisle to come to a solution that works for Wisconsin.

**Foxconn:**

- I have always said that protecting Wisconsin taxpayers, the local communities that have already made significant investments in this project, and our environment are my chief concerns.
- Claims that my administration has tried to renegotiate the Foxconn contract are false. It is unfortunate that Republicans would rather try to make headlines with political finger-pointing than work with together with me to protect Wisconsin taxpayers.
- The administration is in regular communication with senior leadership at Foxconn and will continue to monitor the project to ensure the company delivers on its promises to the people of Wisconsin.



**Tax plan:**

- My budget will include a responsible tax relief plan that will cut taxes for hard-working Wisconsin families by 10 percent, expand the Earned Income Tax Credit, and end a costly tax giveaway to millionaires.
- Under the Evers plan, middle-class families earning below \$80,000 for single filers and \$125,000 for married-joint filers will receive a 10 percent tax cut.
- I promised Wisconsin's hard-working families that I would not only provide the tax relief they deserve, but that I would provide tax relief in a responsible and sustainable way.
- This is what the people voted for and it's what we know they support. I'm calling on Republicans to work with me and with Democrats in the Legislature to put people first and cut taxes for Wisconsin's hardworking families without increasing Wisconsin's budget deficit.
- The Evers plan will also expand the Earned Income Tax Credit (EITC) for families with one or two children. Beginning with tax year 2019, the credit rate as a percentage of the federal credit for families with one child will nearly triple, from 4 percent to 11 percent, and the rate for families with two children will increase from 11 percent to 14 percent.
- Increasing the credit for those categories brings Wisconsin closer to parity with the median EITC provided by other states.
- In addition, the Evers plan will rollback a Republican giveaway to some of Wisconsin's highest earners by capping the Manufacturing and Agriculture Credit (MAC) for manufacturing claimants.

Agricultural firms would continue to have the credit as it exists under current law.

- As of October 2018, the nonpartisan Legislative Fiscal Bureau estimated that 79 percent of the MAC goes to individuals with adjusted gross incomes of over \$1 million.
- In 2019, 21 individuals with an adjusted gross income of \$30 million or more a year are estimated to receive \$38.9 million in tax breaks (an average of \$1.8 million each).
- I believe, and I think the people of Wisconsin agree, that we need to focus tax relief on working families.

**From:** [Brennan, Joel - DOA](#)  
**To:** [Patton, Chris - DOA](#); [Torhorst, Tia S - DOA](#)  
**Subject:** Fwd: Followup  
**Date:** Monday, February 11, 2019 8:33:51 AM  
**Attachments:** [Governor's Transformation Initiative.pdf](#)  
[ATT00001.htm](#)

---

Please see attached. I would welcome some background on the individuals mentioned. I intend to discuss some of these things with the Governor during our ride back today.

Sent from my iPhone

Begin forwarded message:

**From:** Joe Kirgues <[joe@gener8tor.com](mailto:joe@gener8tor.com)>  
**Date:** February 8, 2019 at 2:13:11 PM CST  
**To:** "Brennan, Joel - DOA" <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Subject:** Followup

Joel,

Per our discussion, I drafted a short white paper on potential next steps for catalyzing entrepreneurship and job growth in Wisconsin.

I also thought I might suggest a few names for the entrepreneurship committee at the WEDC? I would feel comfortable approaching any and all but have not met David Villa.

Que El-Amin (head of entrepreneurship effort in Milwaukee)  
Zach Halmstad (founder of JAMF from Eau Claire)  
Austin Ramirez (CEO of Husco)(would also recommend for SWIB)  
Craig Dickman (heads up TitleTown Tech near Lambeau/successful entrepreneur)  
Anne Smith ( UW Law and Entrepreneurship clinic)  
Erik Iverson (WARF)  
David Villa (head of SWIB)  
Sarah Godlewski (State Treasurer)(would also recommend for SWIB)  
Peter Gunder (AmFam)  
Rochelle Robinson (Northwestern Mutual)  
Darcey Nett (ImageMover)

Let me know what you think and if a followup call is of interest feel free to call whenever.

Thanks!

Joe

--

Joe Kirgues

**gener8tor**

cell 414.940.3287

[#14th Ranked Accelerator](#)

Wisconsin & Minnesota

[www.gener8tor.com](http://www.gener8tor.com)

**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** Fwd: Foxconn Liaison PD  
**Date:** Monday, February 11, 2019 10:06:04 AM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)  
[image004.png](#)  
[image005.png](#)  
[image006.png](#)

---

Sent from my iPhone

Begin forwarded message:

**From:** Tricia Braun <[tricia.braun@wedc.org](mailto:tricia.braun@wedc.org)>  
**Date:** February 11, 2019 at 9:15:35 AM CST  
**To:** "Torhorst, Tia S - DOA" <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>  
**Cc:** Anne Jesko <[anne.jesko@wedc.org](mailto:anne.jesko@wedc.org)>  
**Subject:** Foxconn Liaison PD

Good morning, Tia –

Our VP of HR (cc'd) is working on the position/add for the Foxconn Liaison (aka Matt Moroney) role that was moved to WEDC. Would it be possible to share the Position Description? It seems that since it is essentially the same role it would make more sense to replicate DOA's version rather than develop a new one from scratch.

If there is someone else I should reach out to for the info, just let me know.

Thanks!!

Tricia

**Tricia R. Braun**  
**Chief Operating Officer**  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703

O: 608.210.6807  
C: 951.201.5895  
[tricia.braun@wedc.org](mailto:tricia.braun@wedc.org)



Website: <http://inwisconsin.com>  
Newsletters: <http://inwisconsin.com/subscribe/>



**From:** [sam ridders](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** RE: Follow Up  
**Date:** Monday, February 11, 2019 11:03:42 AM

---

Secretary Brennan,

Indeed, I am meeting WEDC's Trisha Braun and Jela Trask tomorrow afternoon and will return to WEDC again Wednesday morning to meet Mark Hogan in person. I am available this evening between 6-8 pm.

Best,  
Sam

-----Original Message-----

From: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
Sent: Monday, February 11, 2019 9:19 AM  
To: sam ridders <[REDACTED]>  
Subject: Re: Follow Up

Sam -

Sorry I didn't have a chance to call yesterday. I am tied up with meetings much of the day but likely staying the night in Madison tonight. I will try to reach you later. I understand that you are meeting with WEDC staff tomorrow, correct?

Let me know your availability tonight.

Thanks.

Sent from my iPhone

> On Feb 10, 2019, at 11:39 AM, sam ridders <[REDACTED]> wrote:

>

> Good morning Secretary Brennan,

>

> I spent two hours yesterday morning in Mt. Pleasant with Claude Lois and Jenny Trick, including a tour of the Foxconn site. I don't believe a person can fully grasp the magnitude of the project without a visit. Thank for facilitating this meeting.

>

> I am no longer on the fence and am prepared to discuss next steps. My schedule is open for the rest of the day. Please let me know when might be a good time for you for a call.

>

> Sam

>

> -----Original Message-----

> From: Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>

> Sent: Thursday, February 7, 2019 10:18 AM

> To: sam ridders <[REDACTED]>

> Subject: Follow Up

>

> Sam -

>

> See below for the names of the other people at WEDC that Mark suggested you would benefit from talking to. I have instructed Mark to have them reach out to you directly to arrange a conversation. I copied you on the message to Claude about a conversation with him and Jenny Trick.

>  
> Good to talk with you last night. Let's chat again before the weekend is done.  
>  
> JOEL BRENNAN | Secretary  
> Department of Administration  
> Joel.brennan@wisconsin.gov  
> Phone: (608) 266-1741  
>  
>  
>  
> -----Original Message-----  
> From: Mark Hogan <mark.hogan@wedc.org>  
> Sent: Sunday, February 3, 2019 4:43 PM  
> To: Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
> Subject: RE: Resume  
>  
> Hi Joel,  
>  
> As I mentioned briefly on Friday, I had a very good conversation with Sam on Thursday afternoon. I know he has talked with Mayor Mason, but I would also suggest he meet with Jenny Trick & Claude Lois from the county & village, as well as Tricia Braun and Jela Trask from WEDC. I would think these could be done in two meetings.  
>  
> Jela (pr. yella) is the key business liaison at WEDC and her role is the 2nd position that was funded through the Foxconn legislation. She is actively involved in all aspects of the Foxconn project and particularly with our outreach efforts throughout Wisconsin. Please let me know how you would like to proceed. Thanks. - Mark  
>  
>



**From:** [Torhorst, Tia S - DOA](#)  
**To:** [Brennan, Joel - DOA](#); [Patton, Chris - DOA](#)  
**Subject:** RE: Followup  
**Date:** Monday, February 11, 2019 11:39:49 AM

---

Que El-Amin (Principal at Scott Crawford, Inc. & Co-Founder of Young Enterprising Society (YES) (for profit LLC)

Urban Milwaukee mentioned as one of 5 Citizens to give Sincere Thanks to in 2018

YES has three primary initiatives, Project Management, Community Orchards, and a Science, Technology, Engineering, Art and Math (STEAM) program. Will receive funding from the City of Milwaukee, Milwaukee Institute, and Northwestern Mutual to launch a new program that provides entrepreneurial and technology training for promising urban Milwaukee startups. "Blueprint Bootcamp," a business development program geared specifically toward entrepreneurs of color, founders of 12 companies were chosen to advance to the next stage in a process in which three will receive financial assistance.

Developing (in partnership with Brinshore Development) the historic Wildenberg Hotel, 3774 S. 27<sup>th</sup> ST, proposing to develop 23 apartment units and 22 townhomes on the site. According to city documents the \$7.3 million, 3600@Villard project would be financed with an \$850,000 mortgage from [BMO Harris Bank](#), \$4.95 million in low-income housing tax credits, a \$500,000 TIF district and \$645,000 bank grant. The project will also benefit from the city allocation of \$368,500 in federal HOME funds designed to create or preserve affordable housing.

Zach Halmstad (founder of JAMF from Eau Claire)

Zach Halmstad co-founded JAMF Software (now Jamf) in 2002. Jamf generates over \$52 million in annual revenue, serves more than 5,500 customers, has nearly 500 employees, and just opened its eighth office around the world. JAMF has received an estimated valuation of \$225 million. Sold Jamf to Vista in Primary focus is now a foundation he started in Eau Claire that will be focused on that region.

-

Austin Ramirez (President/CEO of Husco)

In 2016, served as a White House Fellow on the National Economic Council of both the Trump and Obama administrations. Named Young Global Leader of the World Economic Forum in 2014 and is the founding curator of the Forum's Global Shaper Hub in Milwaukee. Has a graduate degree from Stanford School of Business; worked as a McKinsey consultant.

Craig Dickman (Managing Director, TitleTown Tech near Lambeau/successful entrepreneur)

TitletownTech is a place to build, enable, and invest in early-stage businesses – Craig oversees the Venture Fund, Innovation Lab, and Venture Studio. Previously was an executive at Schneider National and SHADE Information Systems as well as a contracted-team member on two NASA Discovery Missions: Lunar Prospector and Near-Earth Asteroid Rendezvous (NEAR). Founded Breakthrough Fuel and N.E.W. Venture Foundry. Is an inventor with multiple patents, and a successful chief executive at Breakthrough Fuel, Paper Transport and Master Fleet.

Anne Smith (Professor and Co-Director of Law & Entrepreneurish at UW Law School; Co-Founder Madworks) On Delta Dental and Curate Solutions boards of directors. Prior to UW was VP/General

Counsel at Promega. Madworks is an accelerator to help fledgling businesses take off by providing them with broad ranging support and mentoring.

Erik Iverson (WARF – Managing Director)

B.A. Business Management and Political Science (Gustavus Adolphus College, Minnesota); LL.M. Taxation (New York University School of Law); J.D. (University of North Dakota School of Law); more than 20 years of executive experience leading organizations committed to entrepreneurial efforts that positively impact people worldwide, including the Infectious Disease Research Institute (IDRI) based in Seattle, Washington, and the Bill & Melinda Gates Foundation's Global Health Program. Mr. Iverson has headed WARF since 2016.

David Villa (SWIB – Executive Director/Chief Investment Officer)

Working in investment management since 1992, David joined SWIB in 2006 as chief investment officer. He was previously chief investment officer for the Florida State Board of Administration. Prior to joining the Florida Board, David worked for UBS Global Asset Management/Brinson Partners in Chicago for more than 10 years, most recently serving as executive director, client relationship manager. His more than 30 years in the financial industry also includes positions with First Chicago and Arthur Andersen. David obtained his B.A. in economics from Princeton University; M.A. in economics and Latin American studies from Stanford University; and MBA from Kellogg School of Management, Northwestern University. He also holds a Certified Public Accountant license and the Chartered Financial Analyst® designation.

-

Peter Gunder (American Family Insurance Ventures – Chief Business Development Officer)

He serves the Chief Business Development Officer at American Family Ventures. He also serves as the Chief Business Development Officer of American Family Mutual Insurance Company, S.I. He served as the Chief Investment Officer, Executive Vice President, Senior Vice President of Investments and Vice President of Investments at American Family Mutual Insurance Company, S.I. He has expertise in investment and legal. Mr. Gunder is on the board of STARTINGBLOCK Madison. He hold MBA in finance from The University of Chicago Booth School of Business (1981-1983) and also BS in Mechanical Engineering from Stanford University (1975-1979).

Rochelle Robinson (Northwestern Mutual – Business Continuity Planning Consultant)

Rochelle Robinson has been with Northwestern Mutual since June 2015 focusing on business process improvement across departments and functions. Prior to June 2015, Ms. Robinson held various business analyst positions with Fidelity National Information Services and Fiserv. She holds a degree in Biological Sciences from the University of WI – Milwaukee.

Darcey Nett (ImageMover - CEO)

After graduating from the University of Wisconsin-Madison, Darcey started her career in healthcare, where she served in senior leadership roles at companies including MiMedx and Pfizer. In 2012, Darcey founded Always Best Care Madison, a company focused on senior and assisted living services. In her three years as owner, she grew the company to more than 50 employees and leveraged a robust network of resources to better serve the senior and assisted living communities in the greater Madison area. Darcey joined the ImageMover team as President in September of 2017.

---

**From:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>

**Sent:** Monday, February 11, 2019 8:34 AM

**To:** Patton, Chris - DOA <[chris.patton@wisconsin.gov](mailto:chris.patton@wisconsin.gov)>; Torhorst, Tia S - DOA <[tia.torhorst@wisconsin.gov](mailto:tia.torhorst@wisconsin.gov)>

**Subject:** Fwd: Followup

Please see attached. I would welcome some background on the individuals mentioned. I intend to discuss some of these things with the Governor during our ride back today.

Sent from my iPhone

Begin forwarded message:

**From:** Joe Kirgues <[joe@gener8tor.com](mailto:joe@gener8tor.com)>

**Date:** February 8, 2019 at 2:13:11 PM CST

**To:** "Brennan, Joel - DOA" <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>

**Subject:** Followup

Joel,

Per our discussion, I drafted a short white paper on potential next steps for catalyzing entrepreneurship and job growth in Wisconsin.

I also thought I might suggest a few names for the entrepreneurship committee at the WEDC? I would feel comfortable approaching any and all but have not met David Villa.

Que El-Amin (head of entrepreneurship effort in Milwaukee)

Zach Halmstad (founder of JAMF from Eau Claire)

Austin Ramirez (CEO of Husco)(would also recommend for SWIB)

Craig Dickman (heads up TitleTown Tech near Lambeau/successful entrepreneur)

Anne Smith ( UW Law and Entrepreneurship clinic)

Erik Iverson (WARF)

David Villa (head of SWIB)

Sarah Godlewski (State Treasurer)(would also recommend for SWIB)

Peter Gunder (AmFam)

Rochelle Robinson (Northwestern Mutual)

Darcey Nett (ImageMover)

Let me know what you think and if a followup call is of interest feel free to call whenever.

Thanks!

Joe

--

Joe Kirgues

**gener8tor**

cell 414.940.3287

[#14th Ranked Accelerator](#)

Wisconsin & Minnesota

[www.gener8tor.com](http://www.gener8tor.com)

**From:** [Alan Yeung](#)  
**To:** [Brennan, Joel - DOA](#)  
**Cc:** [Hochkammer, Debbie - DOA](#); [Tarra Gundrum](#)  
**Subject:** Re: Meeting  
**Date:** Monday, February 11, 2019 12:00:57 PM

---

Joel -

7am Friday is perfect.

Alan

> On Feb 11, 2019, at 7:25 AM, Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)> wrote:

>

> Alan -

>

> Would 7 am on Friday work for you? I need to be in Madison by 9:30 but could meet until 8 am or so. Let me know or let Debbie (copied here) know who she should follow up with to confirm or find another acceptable date and time.

>

> Joel Brennan

>

> Sent from my iPhone

**From:** [Gov Evers Press](#)  
**To:** [Brennan, Joel - DOA](#)  
**Subject:** Press Release: Gov. Evers Announces Plan to Join U.S. Climate Alliance  
**Date:** Tuesday, February 12, 2019 10:21:24 AM

---

Office of Governor Tony Evers



**FOR IMMEDIATE RELEASE:** February 12, 2019

Contact: [GovPress@wisconsin.gov](mailto:GovPress@wisconsin.gov) or 608-219-7443

## Gov. Evers Announces Plan to Join U.S. Climate Alliance

MADISON – Governor Tony Evers today announced his plans to join the U.S. Climate Alliance, a bipartisan coalition of governors committed to implementing the Paris climate accord on a state level to combat climate change.

The Alliance was formed in June 2017 in response to President Trump’s announced intent to withdraw the United States from the Paris Agreement. By joining the Alliance, governors commit to:

- Implement policies that advance the goals of the Paris Agreement, aiming to reduce greenhouse gas emission by at least 26-28 percent below 2005 levels by 2025;
- Track and report progress to the global community in appropriate settings, including when the world convenes to take stock of the Paris Agreement;
- Accelerate new and existing policies to reduce carbon pollution and promote clean energy deployment at the state and federal level.

“It’s a new day in Wisconsin and it’s time to lead our state in a new direction where we embrace science, where we discuss the very real implications of climate change, where we work to find solutions, and where we invest in renewable energy,” said Gov. Evers. “By joining the U.S. Climate Alliance, we will have support in demonstrating that we can take climate action while growing our economy at the same time.”

Lieutenant Governor Mandela Barnes has made it the mission of his office to focus on equity and sustainability, as well as the important issue of environmental justice.

“For far too long clean energy hasn’t been a priority in our state and we’re going to change that,” said Lt. Gov. Barnes. “We’re also going to focus on better understanding how climate change is disproportionately affecting communities of color and how it’s impacting our farmers and the most rural parts of our state.”

Gov. Evers and Lt. Gov. Barnes are committed to being innovative and forward thinking when it comes to clean energy and combating climate change. As they work with the bipartisan Alliance, Evers and Barnes will explore new energy saving goals for state agencies, increasing the use of solar power in Wisconsin, and helping businesses and communities make smart energy choices.

“Climate change poses a real threat to Wisconsin’s communities and economy, with drought, heat-waves, and flooding likely becoming more severe across the region. By joining the U.S. Climate Alliance, Governor Evers is showing the nation that he intends to lead on climate action, and we look forward to working with the governor on his priorities like investing in transportation infrastructure, locally-produced renewable energy, and natural and working lands across the state,” U.S. Climate Alliance Executive Director Julie Cerqueira said.

###

---

Office of the Governor ♦ 115 East Capitol, Madison, WI 53702  
Press Office: (608) 219-7443 ♦ Email: GovPress@wisconsin.gov  
<https://evers.wi.gov> ♦ [Unsubscribe](#)

---

This email was sent to joel.brennan@wisconsin.gov using GovDelivery Communications Cloud on behalf of the State of Wisconsin · 115 East, State Capitol · Madison, WI 53702

**From:** [WEDC Board](#)  
**Subject:** 2-8-2019 WEDC Weekly Report  
**Date:** Monday, February 11, 2019 4:00:48 PM  
**Attachments:** [image013.png](#)  
[image014.png](#)  
[image015.png](#)  
[image016.png](#)  
[image017.png](#)  
[Weekly Report 20190208 \(1\).pdf](#)

---

Hello,

Attached to this e-mail is the WEDC Weekly Report for week ending 2-8-2019. Have a great week!

Best,

Erika Julsrud  
Legal Assistant and Board Liaison  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703

Ph: 608.210.6859



Website: <http://inwisconsin.com>

Newsletters: <http://inwisconsin.com/subscribe/>





# WEDC Weekly Report

**MISSION:** To advance and maximize opportunities in Wisconsin for businesses, communities and people to thrive in a globally competitive environment.



**Report for week ending:** February 8, 2019

## HIGHLIGHTS FROM THE WEEK

- WEDC staff attended the annual WEDA Governor's Conference on Economic Development in Milwaukee; presenters included Barb LaMue, VP of Business and Community Development, and Tina Chitwood, Senior Economic Development Director.
- Tricia Braun, Deputy Secretary and COO, and Katy Sinnott, VP of International Business Development, attended a meeting with representatives from Native American Tourism of Wisconsin at the WEDC office in Madison.
- Barb LaMue, VP of Business and Community Development, presented at the WEDA-sponsored "Opportunity Zones in Wisconsin" workshop in Milwaukee.
- Vincent Rice, VP of Sector Strategy Development, and Aaron Hagar, VP of Entrepreneurship and Innovation, attended a meeting at the Northwest Side Community Development Corporation in Milwaukee.

## AWARDS APPROVED BY WEDC

- WEDC leadership approved a Dane County startup as a Qualified New Business Venture and up to \$315,000 of investor tax credits.
- WEDC leadership approved a Dane County startup as a Qualified New Business Venture and up to \$100,000 of investor tax credits.

## WEDC NEWS AND PRESS RELEASES

**WisBusiness.com:** [Village of Mount Horeb receives \\$250,000 state grant to support new dental complex](#)

The Village of Mount Horeb is receiving a \$250,000 state grant to help finance the construction of a multi-specialty dental and health complex—a \$2.6 million project located in downtown Mount Horeb.

The Community Development Investment Grant from WEDC will support the development of a 10,800-square-foot multi-tenant complex that will provide residents of Mount Horeb and surrounding communities with all their dental needs in one convenient location.

**Milwaukee BizTimes:** [M7 awards second round of Capital Catalyst Loans and Grants](#)

The Milwaukee 7 economic development partnership has awarded its second round of funding from the [Capital Catalyst](#) venture capital fund.

**THINK·MAKE·HAPPEN.**



The \$1 million venture fund was started with a \$500,000 grant from WEDC and \$500,000 from the Milwaukee Economic Development Corp. It provides loans and grants totaling \$50,000 to \$125,000 to early stage companies, to be used for tasks like product development, market validation, new equipment, marketing and sales assistance. The fund is targeted to advanced manufacturing and technology companies. MEDC, which administers the fund, said it approved \$453,333 in loans and \$76,666 in grants to four Milwaukee-area startups in the fourth quarter of 2018: Motivo Inc., La Pavia Beverage LLC, Vivid Microscopy LLC and MRH Products Inc.

#### **LOOKING TO THE WEEK AHEAD**

- Mark Hogan, Secretary and CEO and Tricia Braun, Deputy Secretary and COO, will meet with the Department of Veteran Affairs and the Department of Workforce Development to share updates on the joint efforts around the Veteran Talent Recruitment campaign.
- Mark Hogan, Secretary and CEO, and Aaron Hagar, VP of Entrepreneurship and Innovation, plan to attend the BrightStar Board and Committee meetings in Waukesha.
- The Senate Committee on Economic Development, Commerce, and Trade will hold a Public Hearing on Senate Bill 15, related to internship grants to be administered jointly by WEDC and UWS.
- Katy Sinnott, VP of International Business Development, plans to attend the Madison International Trade Association Board Meeting at the Fluno Center in Madison.
- Vincent Rice, VP of Sector Strategy Development, plans to participate in the Greater Milwaukee Committee "Shared Prosperity Partnership" roundtable in Milwaukee.
- Barb LaMue, VP of Business and Community Development, plans to attend the WisDOT Golden Shovel conference in Pewaukee.



**From:** [Brennan, Joel - DOA](#)  
**To:** [Hochkammer, Debbie - DOA](#)  
**Subject:** RE: Follow-Up on Attendance for WEDC Board Orientation  
**Date:** Monday, February 11, 2019 7:13:00 PM  
**Attachments:** [image009.png](#)  
[image011.png](#)  
[image012.png](#)  
[image013.png](#)  
[image014.png](#)  
[image015.png](#)  
[image016.png](#)

---

Please figure out how I can get there.



**JOEL BRENNAN** | Secretary  
Department of Administration  
[Joel.brennan@wisconsin.gov](mailto:Joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741



---

**From:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>  
**Sent:** Monday, February 11, 2019 9:31 AM  
**To:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Subject:** RE: Follow-Up on Attendance for WEDC Board Orientation

We could make it work. Or at least be there by 12:45.

Let me know.



**DEBBIE HOCHKAMMER** | Administrative Policy Advisor  
Department of Administration  
Office of the Secretary  
[debbie.hochkammer@wisconsin.gov](mailto:debbie.hochkammer@wisconsin.gov)  
Main: (608) 266-1741 | Direct: (608) 267-3770



---

**From:** Brennan, Joel - DOA <[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)>  
**Sent:** Monday, February 11, 2019 9:11 AM  
**To:** Hochkammer, Debbie - DOA <[Debbie.Hochkammer@wisconsin.gov](mailto:Debbie.Hochkammer@wisconsin.gov)>  
**Subject:** Fwd: Follow-Up on Attendance for WEDC Board Orientation

We may want to revisit this and have me attend. Please look at the schedule.

Sent from my iPhone

Begin forwarded message:

**From:** WEDC Board <[board@wedc.org](mailto:board@wedc.org)>  
**Date:** February 11, 2019 at 9:06:21 AM CST  
**To:** Undisclosed recipients;;  
**Subject: Follow-Up on Attendance for WEDC Board Orientation**

Good Morning WEDC Board Members,

I hope you all had a wonderful weekend. This is a friendly reminder to let me know of your attendance to the February 18th WEDC Board Orientation from 12:30-3:00pm. Lunch will begin at 12:30 followed by orientation at 2:00pm. Please let me know if you plan on attending by the end of the day today , I look forward to seeing you there!

Best,

Erika Julsrud  
Legal Assistant and Board Liaison  
Wisconsin Economic Development Corporation  
201 W. Washington Avenue  
Madison, WI 53703

Ph: 608.210.6859



Website: <http://inwisconsin.com>  
Newsletters: <http://inwisconsin.com/subscribe/>



**From:** [Kathie Colbert](#)  
**To:** [Hogan, Mark](#)  
**Cc:** [Erika Julsrud](#)  
**Subject:** Maley Service Information  
**Date:** Tuesday, February 12, 2019 10:31:53 AM

---

Good morning, WEDC Board members -

FYI, Mark Maley's memorial service will be held:

Sunday, Feb 24, 2019  
Church and Chapel, 380 Bluemound Rd, Waukesha WI

Visitation from 10-12:00, followed by service at noon.

Thank you,

Kathie Colbert, Executive Assistant  
Executive Offices  
Wisconsin Economic Development Corporation  
201 W Washington Ave, 6th Floor  
Madison, WI. 53703  
608-210-6701  
[kathie.colbert@wedc.org](mailto:kathie.colbert@wedc.org)

**From:** [Brennan, Joel - DOA](#)  
**To:** [Van Sicklen, Mike - DOA](#)  
**Subject:** RE: Mark Hogan Cell #  
**Date:** Tuesday, February 12, 2019 3:41:00 PM  
**Attachments:** [image002.png](#)  
[image004.png](#)

---

[REDACTED]



**JOEL BRENNAN** | Secretary  
Department of Administration  
[joel.brennan@wisconsin.gov](mailto:joel.brennan@wisconsin.gov)  
Phone: (608) 266-1741



---

**From:** Van Sicklen, Mike - DOA <mike.vansicklen@wisconsin.gov>  
**Sent:** Tuesday, February 12, 2019 3:40 PM  
**To:** Brennan, Joel - DOA <joel.brennan@wisconsin.gov>  
**Subject:** Mark Hogan Cell #

In the excitement of taking an accidental 'selfie' with your cell, I must have written Hogan's cell # down incorrectly.

I wrote: [REDACTED], but it doesn't work.

Mike Van Sicklen | Legal Counsel  
Department of Administration  
Office of the Secretary  
[Mike.vansicklen@wisconsin.gov](mailto:Mike.vansicklen@wisconsin.gov)  
Main: [REDACTED]



Joel Brennan Text Messages

Conversation with Rich Kirchen

From	Date	Sent messages	Received messages
Rich Kirchen	1/28/2019 10:55:01 AM		Hi Joel. Happy snow day. I'm working on an advance about wedc board meeting Tuesday. Can you get me list of the six Evers appointees ? Mark Hogan said I should get that info from Evers folks. Thanks
Rich Kirchen	1/28/2019 12:54:54 PM		John brogan is CEO of Bank of kaukauna?
Joel Brennan	1/28/2019 1:18:53 PM	I know he is from the Fox Valley. Can't help you with more right now.	
Rich Kirchen	1/30/2019 8:12:27 AM		Foxconn. What are they telling the governor?

Joel Brennan Text Messages

Conversation with Maggie Gau

From	Date	Sent messages	Received messages
Joel Brennan	1/30/2019 8:06:22 AM	I am leaving to head into the office shortly. We should talk Foxconn when I get in. If you haven't yet seen it, look at the just released story from Reuters in the Milwaukee Journal Sentinel.	
Maggie Gau	1/30/2019 9:37:11 AM		What time are you getting here - need you me Melissa and Gov to talk RE Foxconn



Joel Brennan Text Messages

Conversation with Peter Barca

**From**  
Peter Barca

**Date**  
1/31/2019 12:08:49  
PM

**Sent messages**

**Received messages**

Can we touch base on FoxConn in the next  
hour or so

Joel Brennan Text Messages

Conversation with Maggie Gau, Mark Hogan

**From**  
Mark Hogan

**Date**  
2/1/2019 7:52:34 AM

**Sent messages**

**Received messages**

Louis called to confirm contact has been made & I would say with a positive outcome. He will also call the Gov to advise him & a release will be made later this morning.

Joel Brennan Text Messages

Conversation with Cory Mason

From	Date	Sent messages	Received messages
Cory Mason	1/30/2019 1:12:17 PM		Not today, but when appropriate, can I arrange a meeting with you and Alan Yeung?
Joel Brennan	1/30/2019 7:33:22 PM	Yes. Do you have Claude's cell #? I should touch base with other locals tonight.	
Cory Mason	2/1/2019 10:10:59 AM		Foxconn to release statement soon. I can give you an update if you have time.

Joel Brennan Text Messages

Conversation with JoAnne Anton, Tia Torhorst

From	Date	Sent messages
JoAnne Anton	2/4/2019 3:04:50 PM	
JoAnne Anton	2/4/2019 3:05:56 PM	

Received messages

You prob know already but just got my biz journal and saw this - LT gov., foxconn and sec thompson too.



Joel Brennan Text Messages

Conversation with Tia Torhorst, Chris Patton

From	Date	Sent messages	Received messages
Tia Torhorst	1/27/2019 10:47:42 PM		<p>The Governor will soon be issuing an Executive Order declaring a state of emergency. All state office buildings will remain open to staff and the public. If employees would like to, they may opt to remain at home based on the inclement weather absence policy.</p> <p>We will be sending out an email to all employees as soon as the executive order is issued. Feel free to post a message on a social media channel if your department uses one following receipt of the order.</p> <p>An update will be provided at 5:30am. What do we think about how to handle if no response to the text? Call?</p> <p>I've heard from DVA, WEDC, OCI, DNR</p>
Tia Torhorst	1/27/2019 11:03:44 PM		
Tia Torhorst	1/27/2019 11:05:34 PM		
Joel Brennan	1/30/2019 8:28:37 AM	Look at JS Online. Will be a Foxconn day. Just let them know. Nobody should say anything.	
Chris Patton	2/6/2019 6:35:13 AM		<p>Bloomberg story dropped overnight <a href="https://www.bloomberg.com/news/features/2019-02-06/inside-wisconsin-s-disastrous-4-5-billion-deal-with-foxconn">https://www.bloomberg.com/news/features/2019-02-06/inside-wisconsin-s-disastrous-4-5-billion-deal-with-foxconn</a></p>

Joel Brennan Text Messages

Conversation with Peter Barca, Melissa Baldauff, Maggie Gau, Mark Hogan

From	Date	Sent messages	Received messages
Mark Hogan	1/31/2019 8:32:21 PM		<a href="https://www.cnn.com/2019/01/31/tech/foxconn-wisconsin/index.html">https://www.cnn.com/2019/01/31/tech/foxconn-wisconsin/index.html</a>
Melissa Baldauff	2/6/2019 7:46:51 AM		<a href="https://www.bloomberg.com/news/features/2019-02-06/inside-wisconsin-s-disastrous-4-5-billion-deal-with-foxconn">https://www.bloomberg.com/news/features/2019-02-06/inside-wisconsin-s-disastrous-4-5-billion-deal-with-foxconn</a>

Joel Brennan Text Messages

Conversation with Mark Hogan

From	Date	Sent messages	Received messages
Mark Hogan	2/7/2019 10:07:08 AM		Checking on what the next steps are for Sam.
Joel Brennan	2/7/2019 10:15:00 AM	I connected him with the local people this morning and you are welcome to have Tricia and Jela reach out to him as well. He is expecting to hear Del them based on my conversation with him last night.	
Mark Hogan	2/7/2019 10:15:39 AM		Will do, thanks.
Mark Hogan	2/11/2019 10:39:53 AM		Call me about the liaison position when you have a minute.
Joel Brennan	2/11/2019 12:45:34 PM	I am traveling with the Governor until mid afternoon but will call when I can.	
Joel Brennan	2/11/2019 10:34:09 PM	Sorry about missing you today. Available after 7 tomorrow if you have time. Let me know a good time.	
Mark Hogan	2/12/2019 8:37:33 AM		I am generally available this morning. Call me when you have a minute.